PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

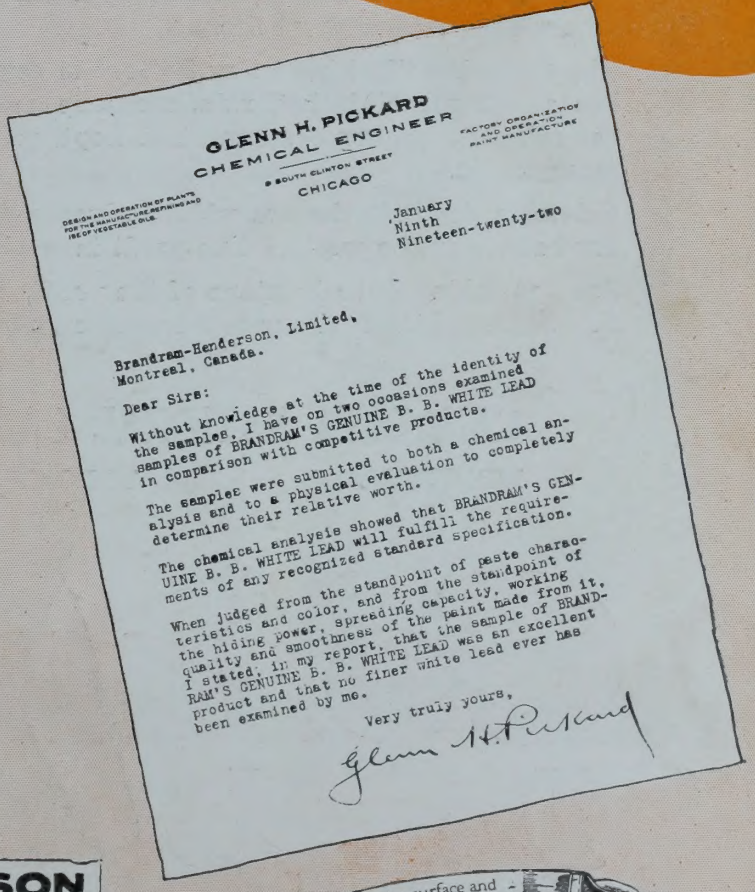
Vol. XXXIV. No. 26 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA July 1, 1922

Brandram's Genuine B.B. White Lead

pronounced the best by an independent expert

When one of the foremost chemists on the continent states that he has never seen a finer White Lead than Brandram's Genuine B. B., it speaks volumes for the superiority of our Canadian product.

During ten generations, Brandram's Genuine B. B. White Lead has maintained its world-wide reputation as the premier White Lead in oil, excelling as it does in spreading and covering qualities as well as in durability.



GLENN H. PICKARD
CHEMICAL ENGINEER
8 SOUTH CLINTON STREET
CHICAGO

DESIGN AND OPERATION OF PLANTS FOR THE MANUFACTURE REFINING AND USE OF VEGETABLE OILS

FACTORY ORGANIZATION AND OPERATION PAINT MANUFACTURE

January
Ninth
Nineteen-twenty-two

Brandram-Henderson, Limited,
Montreal, Canada.

Dear Sirs:

Without knowledge at the time of the identity of the samples, I have on two occasions examined samples of BRANDRAM'S GENUINE B. B. WHITE LEAD in comparison with competitive products.

The samples were submitted to both a chemical analysis and to a physical evaluation to completely determine their relative worth.

The chemical analysis showed that BRANDRAM'S GENUINE B. B. WHITE LEAD will fulfill the requirements of any recognized standard specification.

When judged from the standpoint of paste characteristics and color, and from the standpoint of the hiding power, spreading capacity, working quality and smoothness of the paint made from it, I stated, in my report, that the sample of BRANDRAM'S GENUINE B. B. WHITE LEAD was an excellent product and that no finer white lead ever has been examined by me.

Very truly yours,

Glenn H. Pickard

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Whenever There's a Job For a Dry Battery to do— A Columbia Will Do it

FOR ringing door bells, firing blasts, providing ignition for gas engines, tractors, small automobiles, ringing burglar alarms, Columbia Dry Batteries give dependable service and stand up under the most exacting ignition demands with a longer than usual life.

The Columbia "Multiple" Dry Battery is especially built for marine work. It has a waterproof jacket, rain, moisture and even complete immersion does not affect it. Motor boats must be kept going—the battery must not fail in emergencies.

Columbia dry batteries are widely advertised, they have the largest sale of any dry battery in the world. The profit in each sale is satisfactorily large.

Are you taking full advantage of the profit opportunities offered by Columbia Dry Battery Sales? Your jobber can supply you with the full Columbia line.

CANADIAN NATIONAL CARBON CO., LIMITED

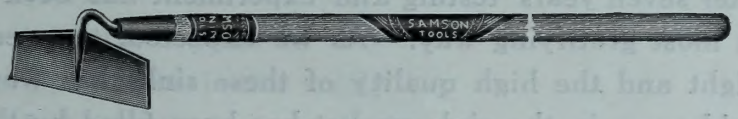
MONTREAL TORONTO WINNIPEG

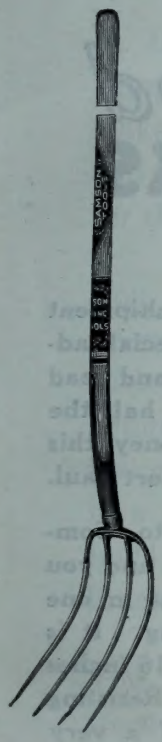
Columbia Dry Batteries

—they last longer

CT8

SAMSON FARM TOOLS





The best to be had. Quality first and last is the thing insisted on in their manufacture.

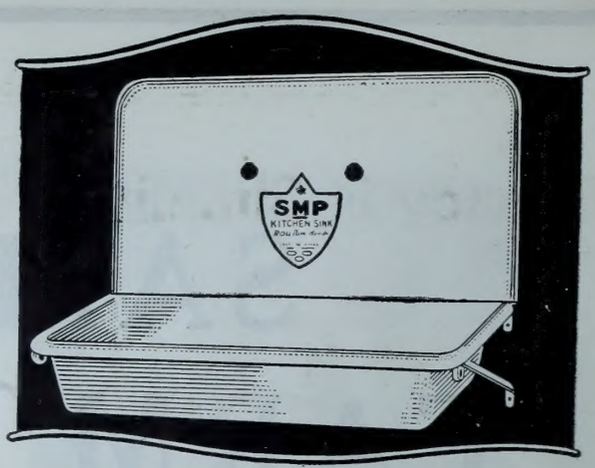
Fully Guaranteed

H. S. HOWLAND, SONS & CO. Limited

TORONTO

If interested tear out this page and place with letters to be answered

Saving Money in Sinks



Here is the golden opportunity of the year for plumbers and hardware men. This SMP White Enameled Roll Rim Sink introduced by us a few weeks ago after seven years' testing and experiment has been greeted and accepted in a most gratifying way. As we expected, the very low price, the light weight and the high quality of these sinks has won instant approval. A wide gap in the sink market has been filled by the

SMP *White Enameled* ROLL RIM SINKS

Each sink is packed complete ready for shipment including nickel-plated brass strainer, special adjustable brackets, and couplings for iron and lead pipes. It weighs only 58 pounds, less than half the weight of other sinks. Think of the money this would save in freight charges on even a short haul.

The price is $9.90 Ex Warehouse, Toronto. Compare this figure with the cost of other sinks and you will see a big difference, a difference that in one year would amount to a very large saving. It is 18 inches by 30 inches in size, with a back 16 inches high. It is made of 16 gauge Armco Rust Resisting Iron over which are fused three coats of a very special enamel. Write at once for particulars.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

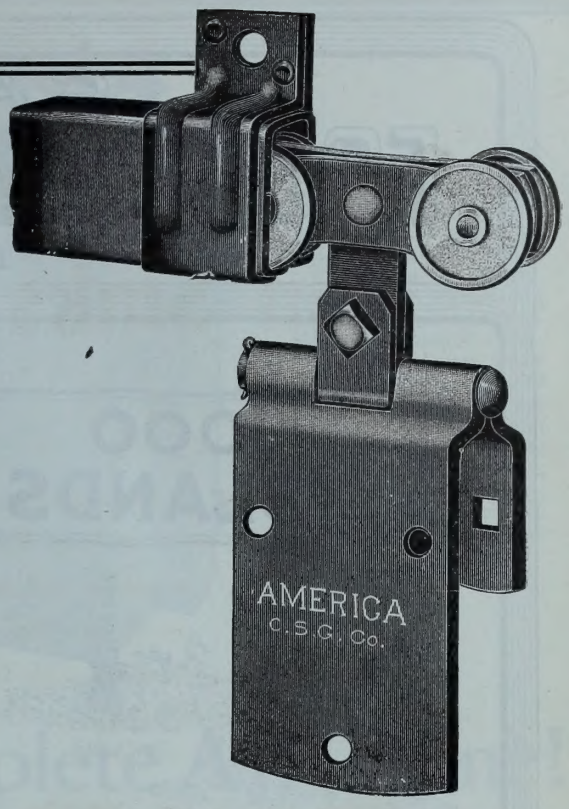
MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

Efficiency is Simplified in the

AMERICA
TROLLEY HANGER



"One of the hardwareman's popular friends"

THE great success of the "America," giving it the largest sales of any trolley hanger in Canada, is due solely to the merit of the product.

In this hanger you get a splendid example of 100% efficiency, which makes friends for the manufacturer and wholesaler and satisfied customers for the retailer.

You can safely recommend the "America" to contractors or any other customers, and rest assured that the hangers will do all you claim for them. Hangers are carefully packed, one pair in a box complete with two end caps, bolts for hangers and lag screws for brackets.

You can secure a great amount of word-of-mouth advertising from satisfied customers if you sell them "America" hangers.

Its Uses

BARN DOORS.
GARAGE DOORS.
FACTORY DOORS.
WAREHOUSE DOORS.

Its Points

Tandem Trucks
Hardened Roller Bearings
Apron 6 in. by 3¼ in.
Anti-Friction Forged Steel Yokes
Simple Adjustments
Ability to stand hard usage.

Canada Steel Goods Company
LIMITED
Hamilton, - - - - Canada

If interested tear out this page and place with letters to be answered

CANADA FOUNDRIES & FORGINGS LIMITED

JAMES SMART PLANT, BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered

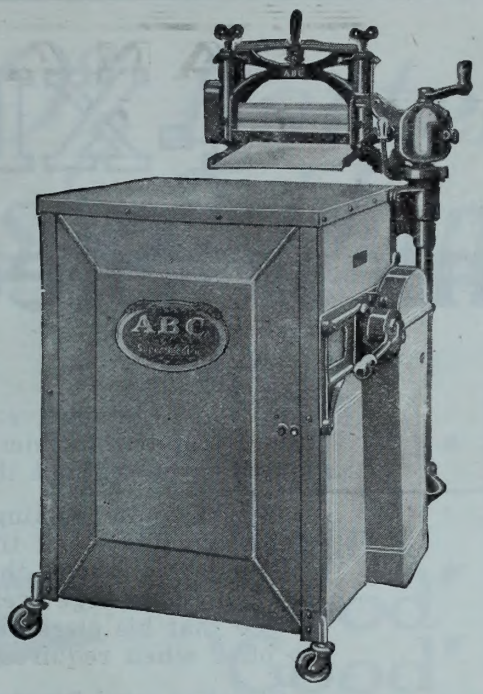
A B C

Super-Electric

$170

(*Retail Price*)

Except in B. C. and the Maritimes



Model No. 65-E. For your best trade, this A B C is ideal. It is the finest washer that money can buy or experience can produce. Wonderfully sturdy and simple. No springs. Quiet and vibrationless in operation. 50% oversize motor; aluminum wringer that locks automatically in any of 20 positions; safe, quick-acting pressure release for rolls; big, easy-rolling casters; handsome full cabinet; maple or zinc cylinders; galvanized tub. Model 66-E has copper tub; retails at $200.

The "Star" of the Complete A B C Line!

While the entire A B C Line is a genuinely high quality proposition, from the Alco's at $72 up, the stellar models are these A B C Super Electrics.

Frequently, in as high as three cases out of four, people who come in to see the lower-priced A B C's, choose Super Electrics instead.

When you consider that A B C Alco's at $110, and A B C Oscillators at $135, are unrivaled values in their respective classes, you can gain some idea as to how fine these Super Electrics at $170 and $200 must be!

If you want to make a real success and real money in the sale of washing machines, lose no time in getting all facts concerning this A B C Line.

It is a splendidly balanced, complete line—one that embraces all three of the big-selling types of electric washers, viz: dolly, oscillating and cylinder. Engine drive dolly and cylinder types are also included.

The prices grade upwards in easy stages, as you will note below. There is an A B C for every prospect's purse!

You can, therefore, profitably concentrate all your efforts upon A B C's. You can combine your orders, secure extra quantity discounts, cut your investment, simplify your sales, advertising and service work, reduce correspondence, etc.

Get in touch with us at once! Write or wire direct to the nearest A B C wholesale distributor, or to Brantford. Do it today!

A B C SUPER ELECTRIC (Semi-Cabinet)

No. 60-E, galv. tub, wood wringer	$155
No. 61-E, copper tub, wood wringer	180
No. 60, galv. tub, wood wringer, engine drive	127

A B C OSCILLATOR (Electric)

No. 80-E, heavy gauge copper tub	$135

All prices quoted are retail. Slightly higher in B. C. and the Maritimes

A B C ALCO (Dolly or rub board)

No. 51, single tub, engine drive	$ 72
No. 52, double tub, engine drive	100
No. 51-E, single tub, ¼ h.p. motor	110
No. 52-E, double tub, ¼ h.p. motor	138

ALTORFER BROS. COMPANY, Peoria, Illinois

Pioneer and Leading Makers of Washers and Ironers

C. D. HENDERSON, *Canadian Representative*, Box No. 123, Brantford, Ont.

Wholesale Distributors:

MARITIME PROVINCES
Blackadar & Stevens
Roy Building, Halifax, N. S.

ALBERTA
Cunningham Electric Co., Ltd.
Calgary

SASKATCHEWAN
Sun Electrical Supply, Ltd.
Regina

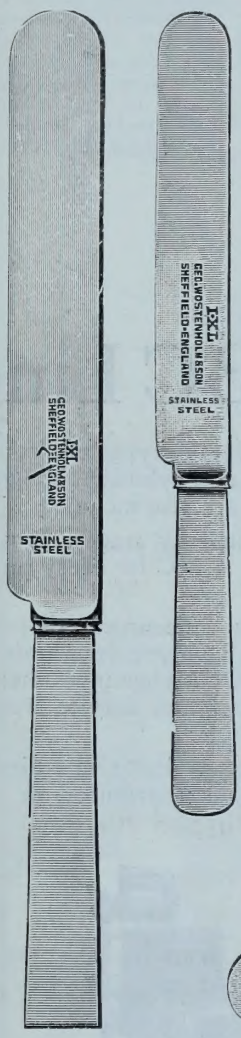
ONTARIO
Masco Co., Ltd.
78 Richmond St. Toronto

QUEBEC
Dawson & Co., Ltd.
128 Bleury St. Montreal

If interested tear out this page and place with letters to be answered

I-XL

Stainless Steel Knives

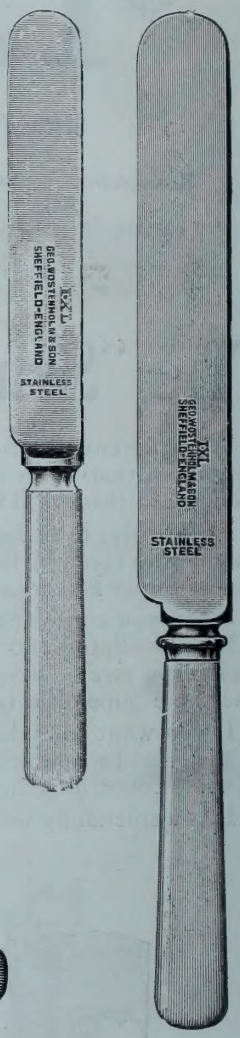


have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.



Look for I-XL on the Blade

GEO. WOSTENHOLM & SON
Limited

GEO. WOSTENHOLM & SON, Limited

SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited

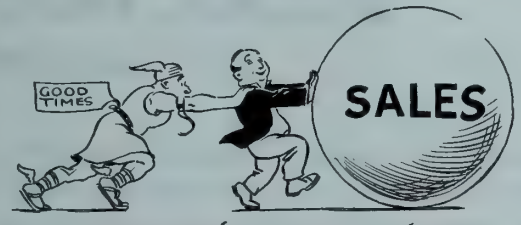
MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

"Sales 100% Better—I Pushed Harder"

Says the Wise Old Owl

"Fair"
"Good"
"Fair"
"Good"
"Good"
"100% BETTER—
I PUSHED HARDER"



It's easy enough to keep pushing
When Good Times are at your back

But the Man who arrives
Is the Man who drives
The harder when times are slack.

These replies came to us from one town in response to our enquiry as to how present Gillette sales compared with those of 1919-20.

Were we to cover this page with type, we could not add one iota to the strength of that one line:

"100% Better—I Pushed Harder."

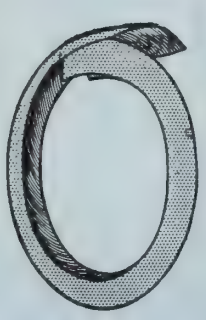
We will add only that we are engaged now upon the preparation of the strongest Gillette advertising campaign that has ever been put on in Canada.

The New Improved Gillette Safety Razor

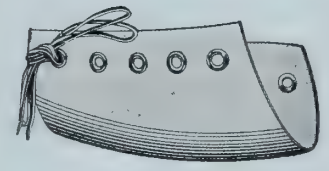
Patented Canada Aug. 31, 1920

Gillette Safety Razor Company of Canada, Limited, Montreal, Can.

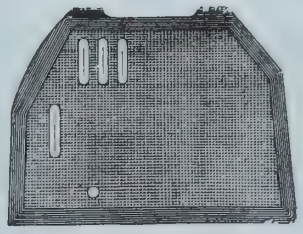
If interested tear out this page and place with letters to be answered



Reliners



Lace-On Boots



Wind and Heatproof Mats for Fords

Tell Your Own Fortune

Would you like to be assured of good business in the present with satisfied customers who will come back to buy in the future and bring their friends because they have found your store stocked with goods that do all that's claimed for them and "then some?"

The Cash Register Will Tell Fortunes For Men That Sell

"GUTTA PERCHA" Accessories

The surest test of an idea lies in the practical results that it produces. If you place an order at once for these quick-selling accessories you still have time to cash in on the sales to motorists in the summer months when the road traffic is at its peak.

Gutta Percha & Rubber,

Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

TRADE MARK GP BRAND

If interested tear out this page and place with letters to be answered

Concentrating Purchases

Many a purchasing agent will be surprised at the saving and convenience he can effect in buying our various products and having them shipped in mixed cars. The advantage between carload and less than carload rates is considerable and the service is quicker.

The saving commences with a reduction in freight and cartage bills. It extends all the way through the clerical departments by eliminating duplication in checking, payment of invoices and tracing shipments.

Turn to our catalogue and you will find among the Steel and Iron Products of every description listed there, material to meet your every requirement. Should you be without a copy of our new Catalogue—your request will bring a copy immediately.

THE STEEL COMPANY OF CANADA LIMITED

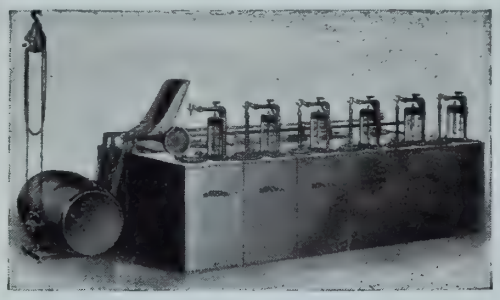
General Offices:

HAMILTON and MONTREAL

Sales Offices:

Hamilton Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered



Is the Sawdust Soaking Up Your Profits on Oil Sales?

With the ordinary barrel and measure "system," oil drips from the barrel faucet, oil is spilled from over-flowing measures—every drop of which is wasted.

But with Bowser tanks there is no waste of oil. You check in each amount received—it is stored in leakproof, fire-proof tanks—it is dispensed through accurate measuring pumps directly into the receptacle.

In operation, if oil is carelessly spilled it goes back into the tank through the Bowser drip pan—no sawdust is needed. Thus every drop of oil you buy is sold and pays you a profit.

The time saved by the Bowser will alone pay a handsome dividend on the investment.

And the fast, accurate, cleanly service makes every customer a friend of your business.

For specific figures as to the possible economies in your oil department ask for booklet C-16 and get the Bowser story.

Bowser Equipment is Made in Canada by

S. F. BOWSER & Co., Ltd.

Toronto - Canada

Branch Offices and Service Departments throughout Canada and in principal Cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.

Carload Oil Storage Tanks.

Power Pumps.

Dry Cleaners' Underground Naphtha Clarifying Systems.

Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

Sell Starrett Scrapers

Show 'em the Eight Sharp Cutting Edges

When a customer comes into your store and asks for a cracker-jack scraper you can't do better than to show him the Starrett No. 194 Universal. Show him the eight sharp, hard cutting edges—show him how the universal joint enables him to adjust the blade so he can bring any one of those keen cutting edges into just the right position for effective use. Show him how easy it is to shift the grip guard to either side or end of the blade. Show him, too, how well that grip fits the hand—how well the whole tool is designed to make hard scraping jobs easy.

Get the whole story of Starrett scrapers and other fine tools in the Starrett Catalog No. 22 "M.A." Sent free with Supplement showing new Starrett Tools of special interest to hardware men.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Starrett Tools

42-334

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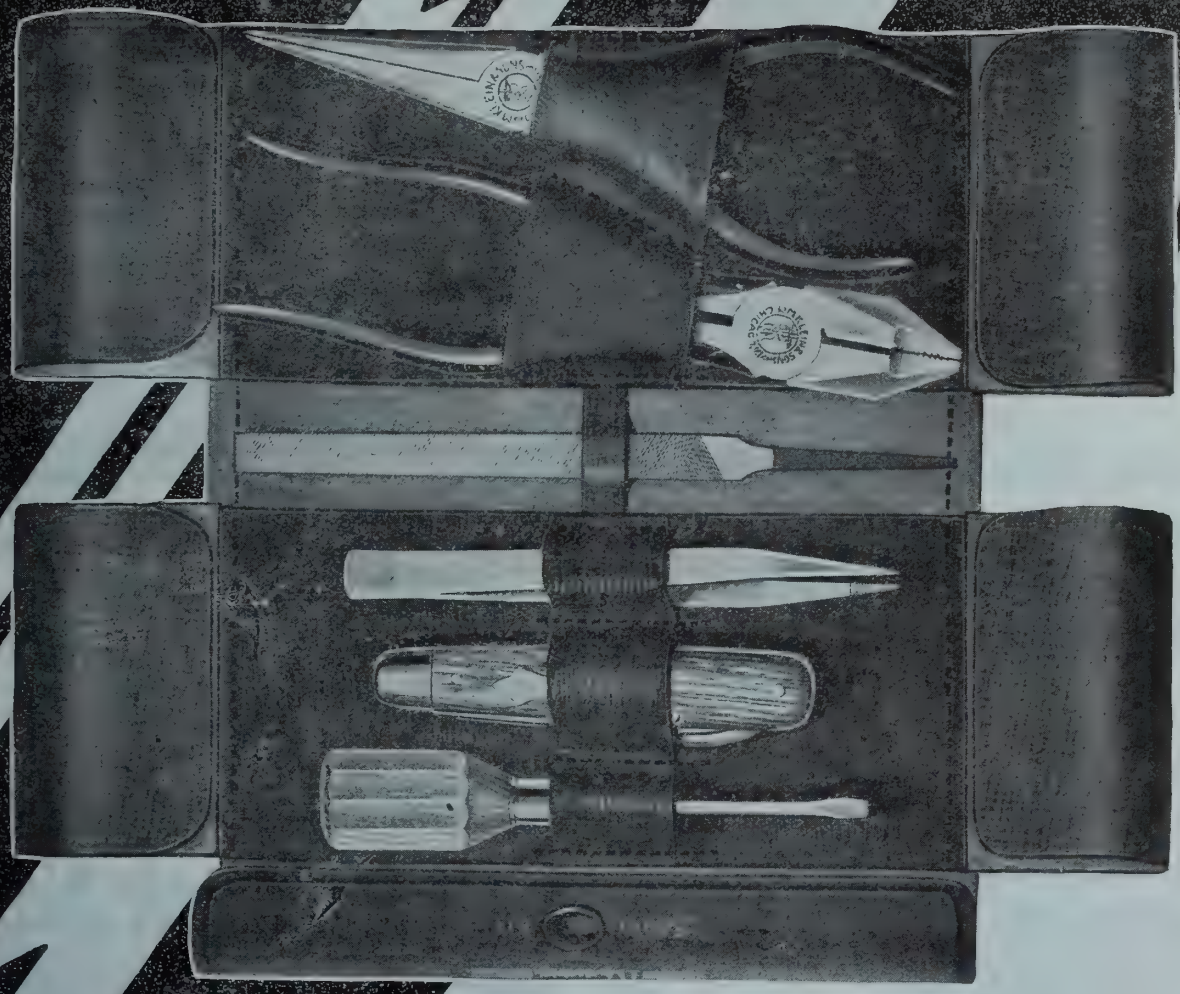

Cash in on Popular Enthusiasm with this timely Item!

Here's the snappy Klein Radio Tool Kit that's a winner—backed up with advertisements in consumer radio magazines and eye-catching window display for dealers!

Nicely put up in a full leather, wax-stitched folding pocket case—this kit includes one Klein 5-inch long-nose plier, one Klein 6-inch side-cutting plier, small screw driver, electrician's knife, a high grade file and electrician's tweezers.

Costs $5.35 (F.O.B. Chicago) and sells over the counter at $7.50 (F.O.B. Chicago).

Get in on the money being spent on the radio fad! Wire your jobber or us your order for a dozen kits and display material to-day.

Western Canada Agents:
L. T. Walls Sales, Ltd., 52-56 Albert St., Winnipeg, Man., Canada.

Eastern Canada Agents:
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada.

Mathias KLEIN & Sons
Established 1857 **Chicago, Ill., U.S.A**

If interested tear out this page and place with letters to be answered

When Sales Come Easily

Effortless sales are the ones that mean most profit.

You don't have to spend time urging a customer to take something he already knows about.

These brands of files are known as the standard by file users. They are as good as sold the moment you stock them.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

VIKO *for GIFTS*

The ideal gift is both practical and a continuous source of pleasure for the housewife.

Nothing can be more appropriate for bridal or other gifts than this

Extra Heavy Viko Ware

—Polish Finish
—Fine Sun-Ray Inside Finish
—Cool, Heavy Tinned Steel Handles
—Sturdy, Countersunk Rivets.

For prices write to

HURTUBISE LIMITED
222 NOTRE DAME ST. WEST, MONTREAL

Ontario Representative:
A. P. HOPKINS,
371 Lyon St.,
Ottawa, Ont.

Maritime Representative:
H. E. FRYE,
Box 61
Moncton, N.B.

STAR Hack Saws

Find Your Best Brands

Don't carry a lot of brands to slow up your turn-over. Find your one best seller in every line and standardize on that.

If you keep tabs on your hack saw sales you will find that Star Saws outsell other brands in overwhelming ratio. That is why most stores sell the Star exclusively. Send for our new book on the "Use of Hack Saws." A valuable handbook for hardware salesmen as well as hardware users. Gives you a hack saw knowledge that will help you sell more saws and get better results for the customers you are now selling.

Free on request. Write for Booklet D.

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office and Warehouse
304 Imperial Office Building
Hamilton Ontario

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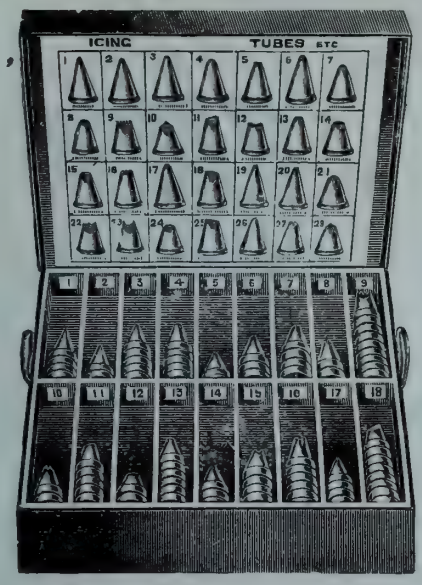


The "TALA" Icing Cabinet

A strong, well-finished Cabinet, containing:
21 doz. Tubes (½ doz. each 42 patterns), 1 doz. Bags and 1 doz. Screws
No. 1700

TAYLOR LAW & CO., LTD.

ANCHOR WORKS

Birmingham England

Telephones: Central 6963
6964
Cables: "HALLOO"
Birmingham

Code:
A. B. C.
5th edition

MANUFACTURERS OF:—Icing Tubes, Icing Syringes, Jelly Moulds, Cake Moulds, Cake Tins, General Domestic Tins and Japanned Ware, Deed, and Cash Boxes for Export.

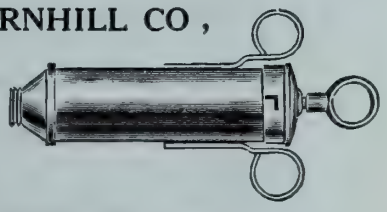
Registered Trade-Marks

"TALA" "STRAIGHT FORWARD"

Agents: **THE W. H. THORNHILL CO,**

45 St. Alexander Street, Montreal, Can.

where a large range of samples with our up-to-date prices may be seen. Inspection invited.



No. 1040
Best quality brass plunger, with machine made eye, taper end, flat rubber washer.

Our Motto is "Service"

"National"
Two-Hole Top

This good-looking Cooking-Heater has ample top room, thanks to the excellent design with the off-set pipe. This is the New 1920 pattern. It is made in two sizes: Nos. 3 and 4. There are ten styles.

Help Your Sales Along

The NATIONAL line with the offset pipe, leaving the top clear for use, is the best dealer money maker to-day. They are carefully constructed, and with their handsome appearance satisfy your customers.

"Radio," "Regal," "National" and "Alliance" Heaters and Cook-stoves.

Have you written for prices?

Lamarre & Company
Limited

St. Remi, Quebec

"National"
One of these, shown here with a high shelf, is the "National" No. 325. "Radio Regal."

If interested tear out this page and place with letters to be answered

MADE IN CANADA
Kit No. 81

MADE IN CANADA
Kit No. 82

WILLIAMS'
SUPERIOR AUTO TOOL KITS

Why sell only one tool when you can easily dispose of several? If your customers appreciated the economy and efficiency in using properly selected sets, there would be less wasteful buying of single tools.

Williams' Superior Tool Kits and Wrench Sets offer comprehensive assortment—something for every requirement without useless duplication—nothing is included that does not fill a real need.

Literature on request.

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Road - St. Catharines, Ontario

RADIO
ALL EQUIPMENT and SUPPLIES

Highest Quality

Attractive Prices

Immediate Delivery

GENERAL RADIO
90 The Drive
LONDON N. W. 11, Eng.

Cables. Stevefarus, London

Compass and Sun-Dial

Retail Price
$1.50

Trade Prices:
Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

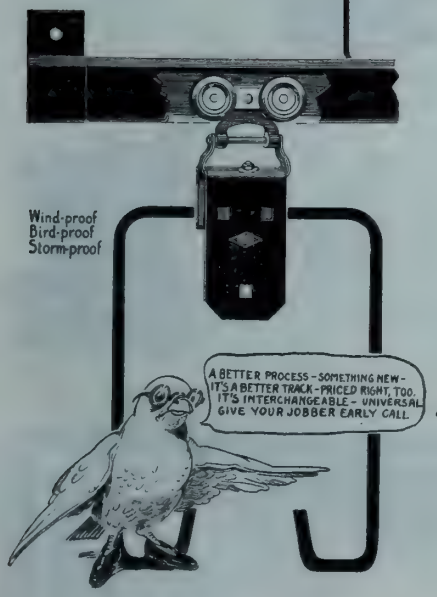
DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

OUR HUGE NEW PRESS IS working all the time stamping out the new universal-interchangeable square track for barn doors and garage doors. This new track is interchangeable with any square track hanger on the market.

It is universal in its application to all styles of doors where wind-proof, bird-proof, storm-proof doors are demanded.

Prices on this new perfected track are extremely attractive to the trade. Ask your jobber or write us for further information.



N. Slater Company, Limited

Hamilton - Canada

Representatives:

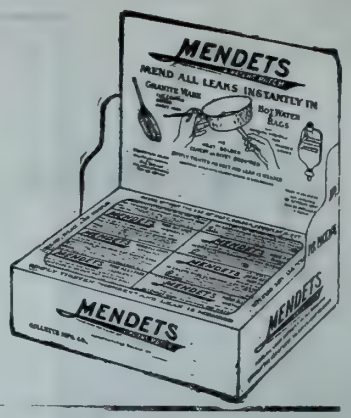
T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Que.
N. J. Dineen, Winnipeg.
A. T. Chambers, Vancouver, B.C.

MENDETS
A PATENT PATCH

Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous demand. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.



M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A *Maxwell* PRODUCT

Built for Home and Farm Service.

Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives:

Bissett & Webb
126 Lombard St., Winnipeg

Jas. S. Parkes & Co.
290 St. Paul St.W., Montreal

Last week we mailed our new corrected

Wrico

(Regd. Trade Mark)
Net Price List
Did you get your copy? Have you our No. 20 catalog?

Attractive prices on: **Lanterns, Galvanized Wares, Stove Pipe Elbows.**
Let us quote you.

E. T. Wright Co.
Limited

Hamilton - Canada

Good Profits — Quality Goods

LA CO TUNGSTEN AND NITRO **LAMPS**

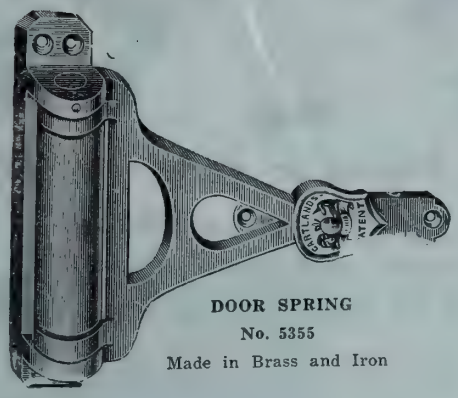
Repeat Sales — Service

If interested tear out this page and place with letters to be answered

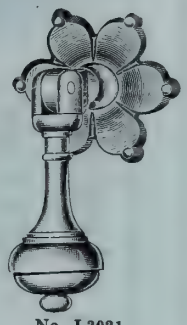
JAMES CARTLAND & SON, LTD.

BIRMINGHAM (England)

BRASSFOUNDERS AND METALWORKERS

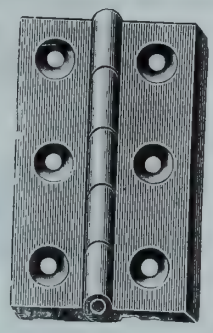


DOOR SPRING
No. 5355
Made in Brass and Iron



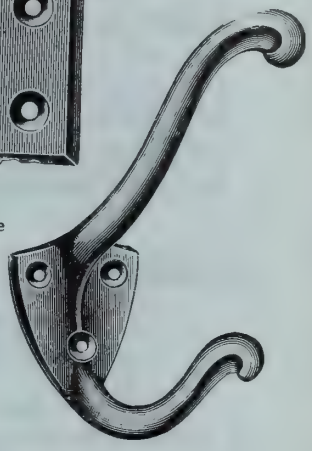
No. L3021

No. L3108

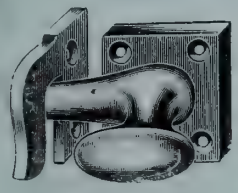


No. 5150
Machine made solid joint hinges

HINGES
Cast, Machine-Made or Pressed—to suit every purpose



No. B992.—HAT AND COAT HOOK.



CASEMENT FASTENER
No. B1344

CABINET HANDLES
A STOCK OF PATTERNS KEPT TO SUIT ALL PERIODS

REPRESENTATIVES IN CANADA

G. SMITH—18 Stair Buildings, Toronto.
R. R. SUTHERLAND—402 Confederation Life Buildings, Winnipeg.

Dairy Supplies

R. R. MILK CANS—CREAM CANS—DAIRY PAILS—MILK STRAINERS—ETC., ETC.

We make a very complete line of Sanitary Dairy Supplies. The Railroad Milk Cans in particular, on account of their superiority, find a ready sale all over the Dominion. Each of these lines comes in several styles and weights, all of good dependable workmanship and long wearing quality.

Our "Sterling" Dairy Pail of finest Tin is a big seller—reinforced body and soldered—of exceptional strength and durability.

Prices on application—prompt shipment on receipt of order.

The Thos. Davidson Mfg. Co. Limited

Established 1860.

HEAD OFFICE - MONTREAL

Branches: Toronto - Winnipeg - Calgary - Vancouver

DAVIDSON

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May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Fellow Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet" Vent

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

Windsor

Registered

W O S & Co DURO ALUMINUM

Trade Mark

"DURO"

ALUMINUM WARE

CANADA'S BEST COOKING UTENSILS

Registered

W O S & Co DURO ALUMINUM

Trade Mark

LEADING JOBBERS
HANDLE "DURO"

POTATO POTS

Welded Spout, Lock Lid, Cannot Scald the Hands

No. 454 ..... 4 qt.
No. 456 ..... 6 qt.
No. 458 ..... 8 qt.

No. 107 MILK PAIL
1½ qt., Polished Finish

"DURO" IS SETTING THE PACE
IN THE QUALITY RACE

Made in Canada by **DURO ALUMINUM, LIMITED, Hamilton, Ont.**

REPRESENTATIVES:

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton, Ont.
L. T. Walls Sales, Ltd., Winnipeg, Man.
R. H. Paterson, St. John, N.B.
J. Preston, 284 Beaver Hall Hill, Montreal. Quebec.

Better Business Is Coming

LIGHTNING

GEM

BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

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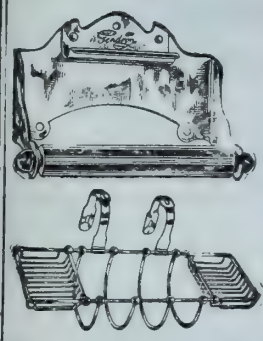
Gendron Bathroom Fittings Gendron

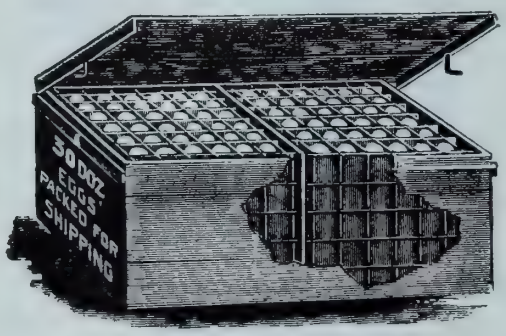


and Hardware Specialties

at Wonderfully Low Prices
New Price List just issued

The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.

The GENDRON MFG. CO. LTD. Duchess St., TORONTO



Why Do Eggs Deteriorate?

One reason is some shippers use same fillers repeatedly — absolutely against the ethics of hygiene.

Even new-laid eggs will give off an odor that is absorbed by the filler. Each time the same filler is used the odor becomes intensified. Egg shells are porous, and the eggs will become tainted from this odor and spoil.

It pays your customers to use fresh fillers for each shipment—and incidentally it increases your business.

The Miller Bros. Co., Limited

511 St. Catherine Street West
Montreal

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

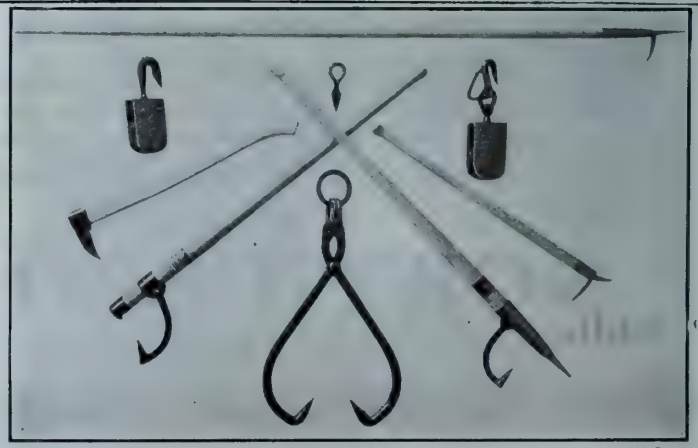
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



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Handle Specialists

The making of good handles is a trade requiring skill, not only in the making of the handle, but also in the selection of the proper materials.

Still's Handles

are sold in Canada from coast to coast because of their superior quality, design and finish. It is our business to see that our goods meet the expectation of our customers. We specialize in a complete line of Axe, Pick, Sledge, Hammer, Cant Hook and Peavie Handles.

Our name is stamped on all handles. Sell "Still's" Handles and your rewards are profits and repeat business.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Quality Wire

If you are contemplating putting in a supply of wire, it will pay you to enquire into the Laidlaw Line.

NAILS

All Standard lengths and gauges in stock.

BALE TIES

Superior in material, design and workmanship.

Shipments made promptly.

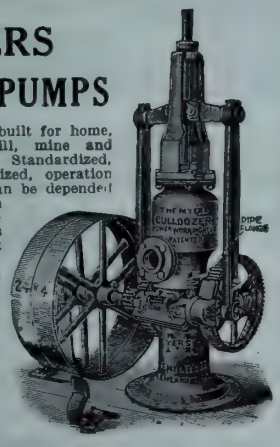
THE
Laidlaw Bale Tie Co., Ltd.
Head Office and Works:
HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Selecting the Material

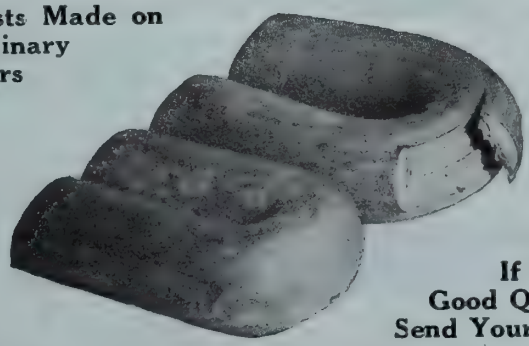
Quality is the first thought when making

LONDON BAR IRON

All our material is carefully selected by experts who have spent the greater part of their lives at this work. That is one reason why Consumers are unanimous.

IT IS THE QUALITY THEY REQUIRE

Cold Tests Made on Our Ordinary Stock Bars



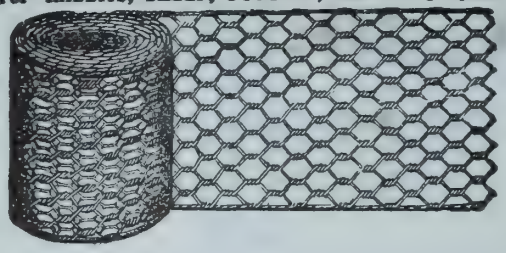
If You Want Good Quality Iron Send Your Orders to

LONDON ROLLING MILL CO., LTD.
LONDON, Canada

Selling Agents, Western Canada
Bissett & Webb, Winnipeg

If interested tear out this page and place with letters to be answered

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



Before Placing your Order for

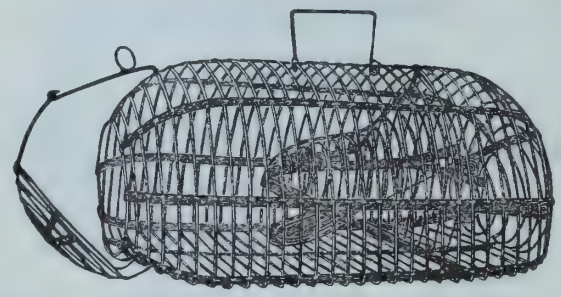
POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

Lasting Satisfaction



Our new rat traps are an improvement! The ribs made of Cold Rolled Strip Steel add strength and rigidity.
They sell easily, stay sold and maintain goodwill, which builds future business.
They are built to give lasting satisfaction.

Your Jobber has Them

Macdonald Wire Goods Company
DRUMMONDVILLE, QUE.

Puts the Joy in Outdoor Life

For campers, motorists, prospectors or for those going yachting this

"Monitor"
Coal Oil Stove

is what they need.

This is a "roarer" type. Made with fixed legs or collapsible. Burning coal oil it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

Also made with Silent Burner.

"MONITOR" coal oil stoves, furnaces, blow lamps, brazing lamps.

The Standard Meter Co., Limited
Toronto, Canada

Agents:

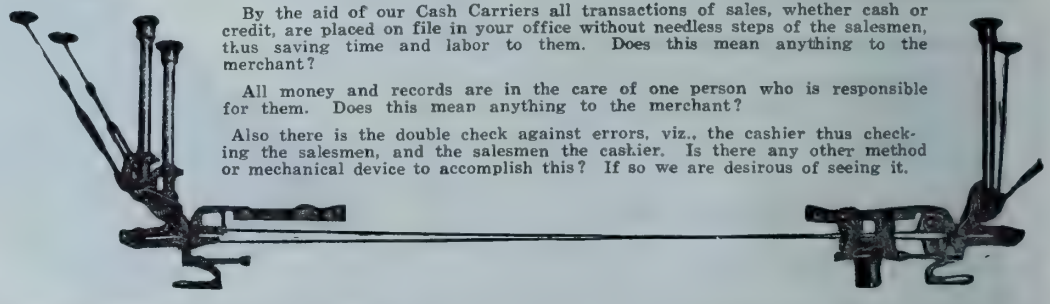
Manitoba & West
Frederic Sara & Co.,
Calgary, Alta.

Ontario & East
A. G. & A. L. Brown & Co.
207 St. James St.,
Montreal, Que.

British Manufactured

Why not have a double check on all sales? All kinds of Cash and Parcel Carriers and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited
131 Sumach St., Toronto, Ont.



By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesmen, thus saving time and labor to them. Does this mean anything to the merchant?

All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method or mechanical device to accomplish this? If so we are desirous of seeing it.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

For Tinsmiths' Tools
—Brown Boggs

Our Tinsmiths' Tools are a source of pride to us. Everything that a tool can be in the way of design, durability, and efficiency—they are.

Small wonder they grow more and more popular—small wonder they tend to become **the standard tool.**

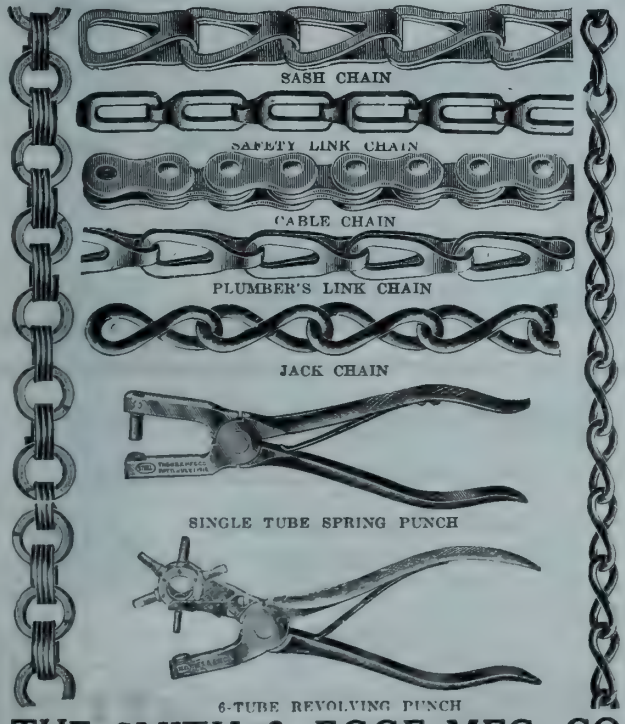
BROWN BOGGS CO., Limited

HAMILTON - - ONTARIO

Toronto
A. B. WALKER, Rep.
Holbrook Bldg.

Winnipeg
BISSETT & WEBB
Limited

CHAINS AND PUNCHES

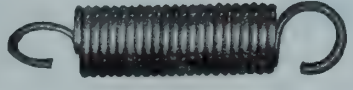


THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire. ranging in size from .004" to .500".

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.

Regina, Sask. **Peterboro, Ont.**

Established 1870

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co Limited
Hamilton Canada

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

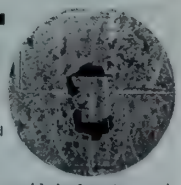
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

"CROWN" METAL SHINGLES

Fire-Proof, Durable, Ornamental



Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one fourth the weight of wood it takes lighter framing; more durable and ornamental.

McFarlane-Douglas Co. Limited.
Ottawa, Canada.

For information on any sheet metal problem write above

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

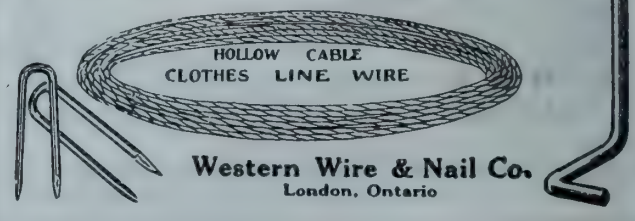
Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C.

Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

Increase your Summer Sales

There is no better line that you can display to bring you daily sales, than these Three-ply Veneer Chair Seats.

They are made in a pleasing variety of patterns, carefully shaped, corners rounded, edges smoothed and sand papered, and fastened with genuine water-proof cement.

They will not warp, curl, crack or come apart. Even the severest weather changes will not affect them.

A splendid profit in each sale.

Canadian Veneering Company, Inc.

Acton Vale Que.

Butler's FAMOUS SHEFFIELD CUTLERY

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

TRADE MARK Red Devil Tools

There's Only One Genuine "Red Devil" Auger Bit!

THERE'S only one genuine "Red Devil" Auger Bit—the bit with the red shank and the "Red Devil" trade mark on it—the bit that is most successful in design, in principle and in sales.

Different from any other bit. Embodies a new principle in construction. The worm is designed to take hold quickly and strongly—pulls itself in tractor fashion—a turn of the brace and it pulls itself through automatically.

Send for literature and trade prices--today

Smith & Hemenway Company, Inc.

98 Coit Street - Irvington, N. J.

Ask for

THE OLD RELIABLE

BLACK JM **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

If interested tear out this page and place with letters to be answered

The Publisher's Page

TORONTO JULY 1st, 1922

When Danger Lurks in Spasmodic Advertising

THE time is near at hand, states Printers' Ink, when general advertisers are going to recognize something about the scientific use of the principle of continuity in advertising that has been known for a considerable period by the retail mail-order people. By experiments, and also by experience that sometimes has been costly and bitter, the mail-order houses have established to their complete satisfaction the fact that it takes just about four years of continuous and cumulative effort to "make" an article in a selling way.

Through compiling and collating a long list of selling successes they are able to demonstrate by average figures that an advertising campaign yields only about 40 per cent. of its selling power during the first year. In three more years, if the advertising has been kept up unabated, the cumulative effect is such that the additional 60 per cent. efficiency is brought about, thus getting the proposition fully under way.

And the interesting thing about it is that the principle works the other way also. If there is any lessening of effort it takes four years for the full effect to be felt. It used to be that the mail-order people imagined they could safely shorten advertising outlay here and there. They thought the momentum from past efforts would carry them over. Or if it didn't, the resulting slackening of sales would be temporary. Conditions might be such that sales effort was not needed so far as present needs were concerned. There might be so much business that the effect of cutting the advertising down or out would not be noticed. It could be resumed when the need began to appear.

But they found this kind of business would not work at all for the reason that only about 40 per cent. of the result would be felt during the current year. For three more years the tearing down influence would continue, its maximum effect not appearing until the end of that time.

Advertising is not the magic thing some of its overly enthusiastic friends claim it is. If it were, then it could be turned on or shut off at will, just as steam is manipulated in a radiator, and the desired result gained each time. Advertising is an economic force that will yield proportionately to the correctness of its application. It has done wonderful things despite the abuse and manhandling it has received.

HARDWARE & METAL

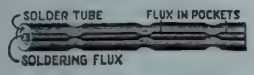
Office of Publication:

143-153 University Avenue, - Toronto, Canada

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave., Chicago, U.S.A.

A BLOW TORCH

that retails for $2.50

THE "SELFBLO"

Many of your customers need a simple inexpensive torch to do soldering with.

Note the two barrels. They merely fill both these barrels with denatured alcohol, touch a match to the wick—and it "BLOWS ITSELF." In twenty seconds it gives a 1400° flame that will 'run' any solder.

Order from your jobber

One of our three-color handsome counter displays containing six torches—it's a real silent salesman. If your own jobber can't supply you, write to **Walkley Moncur Co.**, direct factory representatives, **416 St. James St., Montreal, Que.**

HUNT-LASHER CO., INC.
69 Willow Street, Lynn, Mass.

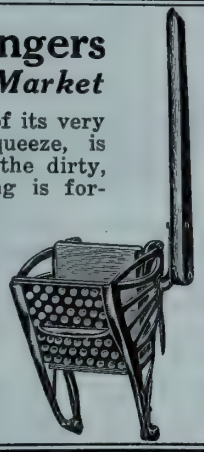
PAPER BAGS TWINES

Walter Woods Limited
Hamilton Winnipeg

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. Made in Canada



WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

ALLIGATOR

TRADE MARK REG. U.S. PAT. OFFICE

STEEL BELT LACING

BEST for high or low speed; light or heavy duty belts.

Never lets go. Only a hammer to make a perfect joint. Sold by all leading jobbers.

WRITE NOW for valuable hand book "Short Cuts to Power Transmission."

FLEXIBLE STEEL LACING CO.
4657 Lexington Street
Chicago, Ill., U. S. A.
135 Finsbury Pavement
London, E. C., England

Reg. U. S. Pat. Office

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

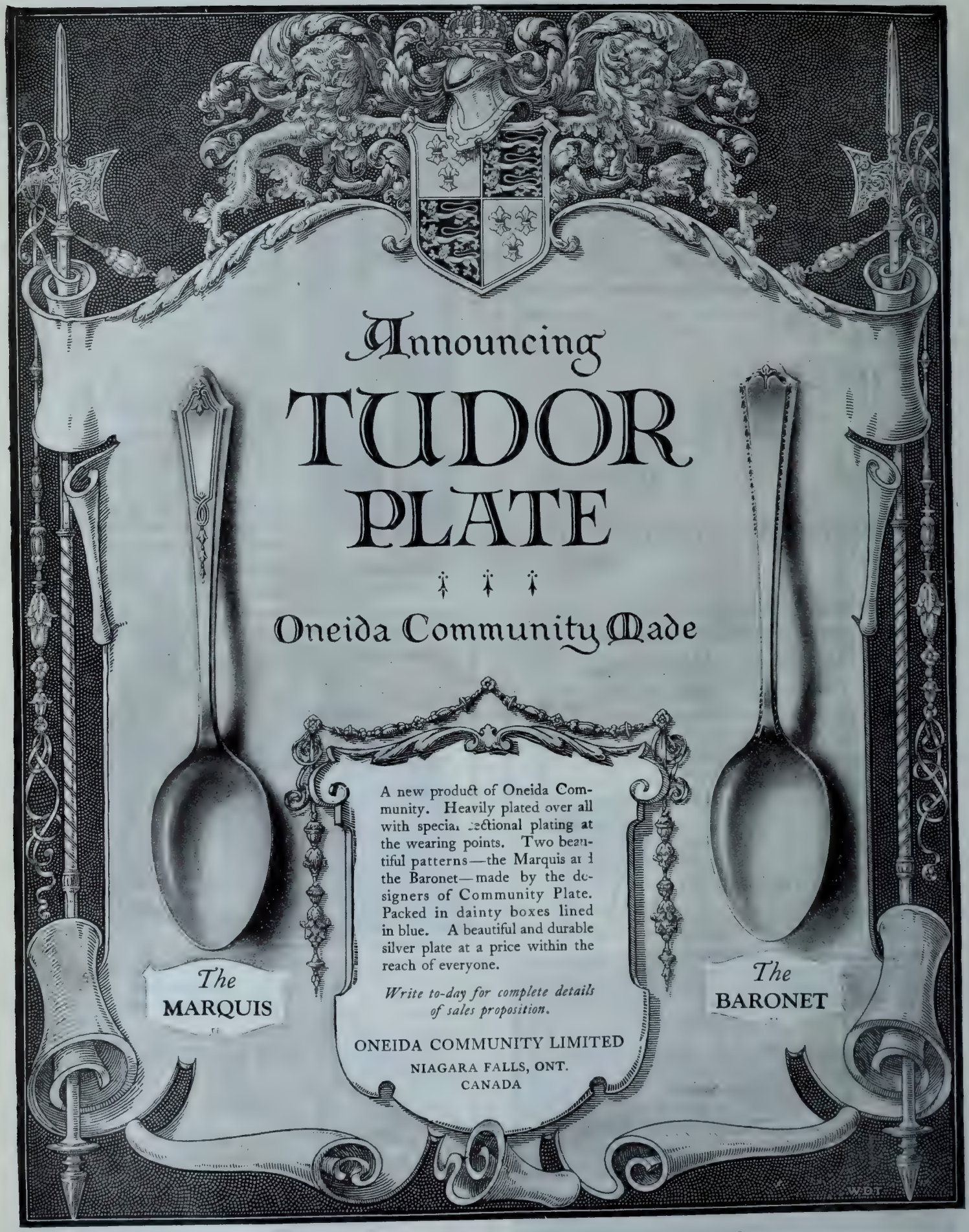
Write for Catalogue D

Vacation and Camping Time

Vacation time is here. Have you a supply of Lawn Chairs and Camp Stools to meet the demand? The Stratford Line have made a big hit for their appearance and durability.

We also make Lawn Swings, Camp Cots.

The Stratford Manufacturing Company, Limited
Stratford — . Ontario



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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV JULY 1, 1922 No. 26

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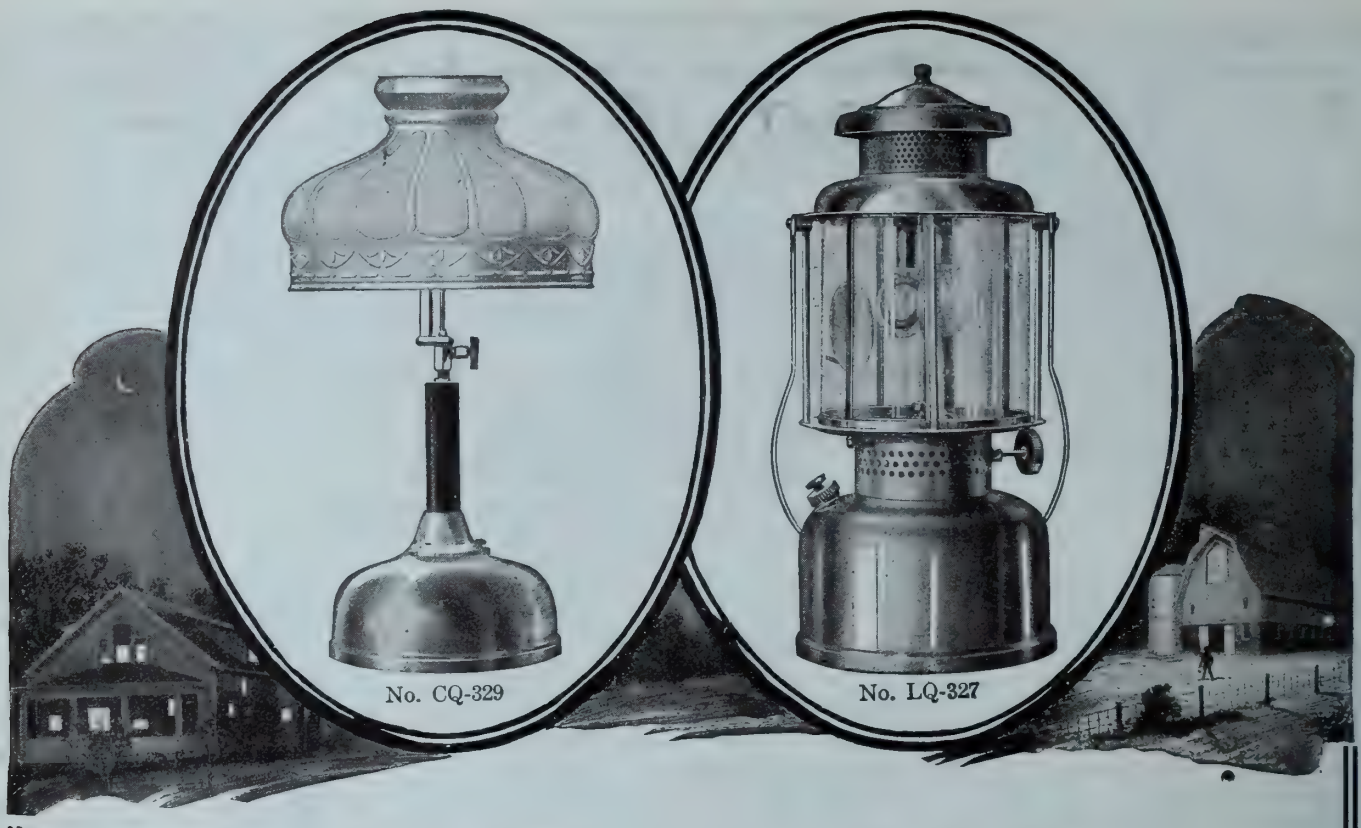


To Light One is to Sell One!

"WONDERFUL light"—these two words describe the pure white brilliance of 300 candle power that has made the Quick-Lite famous throughout Canada—across the border and in the far-away corners of the Earth. Dealers who light a Quick-Lite Lamp or Lantern and demonstrate their economy and superior advantages, find sales easy.

Coleman Quick-Lite

Lamps and Lanterns

MADE IN CANADA

No wicks to trim. No chimneys to wash. No smoke; no soot; no odour. More light than 20 old style oil lamps at a big saving in fuel cost. Merchants find Coleman Quick-Lites big aids in selling other merchandise. Light a Quick-Lite and keep it lighted—you'll sell plenty of 'em and other goods, too.

Order From Your Jobber: Fifty of the best Jobbers throughout Canada distribute Quick-Lite Lamps, Lanterns and Quick-Fill Tire Pumps. Get the Coleman Habit — it's a profit maker. Our National Advertising brings customers to your store.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Department T-5, Toronto, Canada

If interested tear out this page and place with letters to be answered

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JULY 1, 1922. No. 26

Says Lower Freight Rates Would Reduce Prices of Hardware and Prove Stimulant to Business

Freight Reduction by U.S. Railways Impairs Relative Position of Canadian Sheet Makers—Coal Strike Might Offset Influence of Lower Freight Rates in Iron and Steel Industry—Ton of Finished Steel Represents 5 Tons of Material Carried

EDITOR'S NOTE—A very involved situation has been presented in regard to the discussion of freight rates which has just been concluded in Parliament. In this discussion the offer of the railways to grant a reduction in freight rates on certain basic commodities including ore, pig iron, scrap iron, blooms and wire rods amounting to 16.66% in Western Canada and 20% east of Fort William, was considered.

The Parliamentary debate centered around the following two issues. 1. The further suspension of the Crows Nest Pass agreement with acceptance of the railway's proposals to reduce rates on certain commodities and allowing the Railway Board to deal with the rest of the situation. 2. To suspend all of the Crows Nest Pass agreement except that concerning grain and flour.

The final vote adopted the second clause as outlined. Therefore the likelihood of lower rates on those basic hardware commodities outlined is possibly a little more remote at the present time though the Dominion Railway Board may take some action. In this connection it is of interest to note that Hon. Mr. Crerar, Progressive Leader, stated that the railway's offer, including reductions on hardware lines, involved a revenue loss of $6,163,000 whereas the decision to suspend the Crows Nest Agreement on everything except grain and flour involved a loss of revenue of only $3,800,000, thus leaving two and a half million dollars for reductions on basic commodities. "I am convinced the railways can make the reductions on basic commodities and still have the Crow's Nest rates on grain and not suffer," said Mr. Crerar.

The effect which the introduction of these rates will have upon hardware prices is outlined in the following interviews:

ROBERT Hobson, president of The Steel Co. of Canada, Ltd., Hamilton, Ont., stated to Hardware and Metal, "I believe that the proposed reduction in freight rates on some of the basic materials will materially stimulate business. The rates which have been in effect for the last two or three years have been a very heavy burden."

Pointing out that for some time sheet manufacturers have been after the railways in an effort to secure better rates, particularly commodity rates to certain large consuming points on galvanized and black sheets, A. T. Enlow, president Dominion Sheet Metal Corporation Ltd., Hamilton, stated to Hardware and Metal:

"Our application was heard and the result delayed until the general freight rate matter had attention and now we find that the reductions which apparently are suggested apply only on crude and raw materials, such as pig iron, billets, etc., and will not in any way help out the situation as regarding finished sheets which is a severe disappointment.

"In view of the fact that the U. S. rates are reduced 10% beginning July 1st, our relative position will be impaired rather than improved and we therefore feel that it is the duty of the railroad at the present time to grant these reductions on sheets to the end that the Canadian customer may get the benefit thereof.

"We have found in our experience that by putting the price down to the bottom peg, a considerable volume of business may be developed but this cannot be indefinitely carried out at our own expense and while we are willing to operate for a period without any hope of profit, eventually one begins to wonder why they should go through all the efforts without any hope of material reward.

"We are therefore of the opinion that the freight reductions as shown will undoubtedly be of some benefit to the country at large but they should go further and some of the other commodities should be included and that all of this should be passed on to the customer.

"We realize that these reductions make a hard task for the railroad companies to face but it is exactly the same proposition as confronts a manufacturer who is losing money and who reduces prices to get a large volume of business so that his main item of cost, the overhead, may be cut down and eventually some hope of profit may be realized.

"We do not pose as authorities on freight commodities because they are very complicated and have many angles to consider but we do know that it is going to be a great hardship to have to meet the reduced freight rates from U. S. mills without a similar reduction on the part of the Canadian railways."

Would Lower Prices

Pointing out that lower freight rates would lower prices, G. T. Pepall, general manager Samuel & Benjamin, Ltd., Toronto, states:

"It follows naturally that the suggested reduction under ordinary circum-

stances would have an effect in lowering prices, and therefore stimulating trade, although just at present the coal strike is a large factor in the steel business, much larger than the general public is aware, and an actual shortage of steel may be the result. Trade in some of the items mentioned is restricted in the sense that there are few producers in Canada and they naturally work on the basis of competitive values having their eye particularly on the markets of the United States, although perhaps they might not like to admit this fact."

A. L. Page, president and general manager Frost Steel and Wire Co. Ltd., Hamilton, points out that as most of the reductions with the exception of wire rods, apply on materials before they reach the stage of this company's operations, it is difficult to indicate exactly what the position of wire fence manufacturers will be. Obviously the producers who are affected by the reductions on pig and scrap iron, billets, blooms, etc., would be most benefited.

Big Reduction on Steel

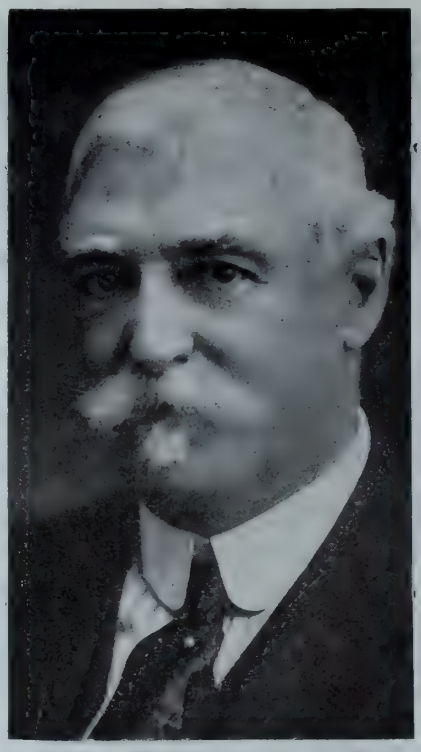
E. W. Knight, purchasing agent of Frankel Bros., Toronto, dealing with the situation from the standpoint of reductions in freight on scrap metals stated to Hardware and Metal:

"The proposed reduction should have a very material effect on the price of the finished product. Few people realize that for every ton of finished material, 4 tons of raw material have to be brought to the manufacturing plant. The freight, therefore, paid on one ton of manufactured steel amounts to almost, but not quite, 5 tons of material. If the freight on one ton of steel averages $3.00 per ton, you will realize that this proposed reduction really makes a difference of 20% of $15.00 per ton, or an actual reduction of $3.00 per ton.

"These freight rates make an infinitely greater proportionate reduction when applied to pig iron than when applied to finished steel and iron. The reduction of pig iron per ton is exactly the same as the reduction on finished iron and steel, and as the former is of less value than the latter, it will be realized that the proportionate reduction is greater."

Affect Lines Close to Basic Materials

The suggested changes on freight rates governing ores and pig iron, would if put into effect, be reflected to a corresponding extent on such hardware products as are reasonably close to the basic materials, according to the opinion of a Toronto hardware wholesaler, when discussing this subject with Hardware and Metal. "In such a class," he stated, "would come nails, wire, bolts, bar iron and similar lines, but the recent tendency towards higher price levels on many of these goods, injected an element of doubt as to the nature of future price developments. The coal strike situation is undoubtedly partly



ROBERT HOBSON

President of the Steel Co. of Canada Ltd., and a director of the Canadian National Railways who sponsors the need for lower freight rates as a stimulant to business and points out that the revisions on basic commodities as suggested by the railways would lower prices of hardware lines.

accountable for the present steel increases and upon the duration of this strike probably depends the strength of the steel markets generally, as consumers of manufactured products have exhibited a decided tendency to rush under cover by anticipating requirements because of the uncertainty attending the settlement of the miners' difficulties.

A. T. ENLOW

President Dominion Sheet Metal Corp. Ltd. Hamilton Ont., who states Canadian sheet manufactures are in an impaired position compared with U. S producers because of the recent general freight reduction across the border.

Fluctuations of the Market

"Therefore, while under ordinary circumstances, a reflection of lower transportation rates could reasonably be expected on prices of most of the hardware commodities suggested, yet under existing circumstances it is a difficult matter to determine the ultimate effect of these two opposing elements. Should the market on such steel goods weaken to any extent, future price lowering in comparison to reduced freight charges are considered quite possible, or, on the other hand, any lower rates might have the effect of offsetting contemplated further advances.

"On the other manufactured hardware lines, the extent to which freight rates would lower production costs would no doubt be the principal base for deciding future price revisions by producers, and the suggested reduction in rates would not constitute a very large factor in the cost of individual articles."

Won't Affect Stove Prices

A stove manufacturer stated to Hardware and Metal that a reduction of 20 per cent. on pig iron in Eastern Canada would affect the firm's net cost of pig iron in an amount rather less than 2 per cent. and in view of the fact that pig iron has recently advanced rather more than 10 per cent. it is obvious that little can be expected in the way of price reductions. This manufacturer located in Toronto is reasonably close to sources of supply for pig iron, but is a considerable distance from sources of supply of many other commodities which enter into the cost of manufacture of stoves. The average haul of the finished product is also to a much greater distance, thus a reduction on pig iron only, has a very slight effect on heating and cooking appliances.

Speaking of the effect of the reduction, J. F. Zimmerman, manager Whites Ltd., Collingwood, Ont., states:

Need General Introduction

"From our point of view there is no doubt that the freight rates have been a barrier to the consumption of heavy commodities. We may state, however, that in our opinion if the 20 per cent. reduction suggested in Eastern Canada applies only to the materials mentioned there will not be any benefit derived to the consumer, as we notice that manufacturers of wire rods and other basic materials are asking a higher price for the third quarter than they have asked for the second quarter of this year.

"We believe that the only thing that will bring about a lower price will be a general reduction in the freight rates."

'Mystery Window' Moves Sport Goods

Sporting Goods Offer an All-Season Line That Sells to Both Young and Old—"Freak" Display Featured in Window of Montreal Merchant Attracts Attention—Cultivating Sales Through the Younger Folk—Sold Fifty Bicycles so Far This Year

REALIZING the possibilities of bigger business in the various lines of sporting goods, particularly those of early summer, Levac & Lalonde, 1365 Wellington St., Verdun, Que., have recently put forth special efforts in this direction. Their trade in this department had always been considered fair, sales reaching encouraging proportions in the spring and summer of the year when the usual sporting season opened and again in the early winter when sleighs, skates and hockey supplies became active sellers. With the turnover increasing from year to year, the question of devoting more time and floor space to the department became uppermost in the minds of both store proprietors. By extending the lines so that each seasonal sport could be supplied seemed to them to be a good move on their part. This plan was carried out and at the present time the sporting goods section has the premier location in the store, namely, just inside the front door.

Not Confined to Young People

The sale of sporting needs is by no means confined to the young people who play the national game and enjoy themselves in other popular pastimes, according to E. Levac, a partner in the above store. True, the majority of sales are to boys and young men, for they are customers for practically every line, but there are sporting goods that interest the older as well as the younger. For those who are not in their prime there is fishing tackle, bicycles, golf supplies, guns and ammunition, etc., while for the younger boys and girls articles that appeal to them range from Kiddie Kars and tricycles to even baseball and tennis goods.

There is plenty of opportunity to keep the department always looking attractive and interesting through the numerous lines that become seasonable all through the year. Perhaps more so than in any other section of the hardware store. "Commencing with January when skates, sleighs and hockey requirements find an active sale, right through to December, we find we have to re-arrange our department almost each month to meet the demands of sport," said Mr. Levac.

A "Mystery" in the Window

Recently a sporting goods window was on display, and being full believers in having a special attraction of some kind to draw the attention of the passers-by, a mysterious flow of water from a bibb was featured in the centre of the window. Fastened on the panels of the walls at the background were baseball, tennis, football and other seasonable goods, but the floor was devoted to showing a line of fishing tackle and other fisherman's needs. To have water in the window therefore harmonized with the display.

The water bibb was suspended from the ceiling by a fine wire, and by the use of a hose from the basement, and a glass tube, it was possible to have what appeared from the outside a steady stream of water from the mouth of the bibb, but from no apparent source. On the floor of the window was placed a large tin basin covered with reeds, and in this was an overflow pipe which allowed the water to again run into the basement.

"A freak display of this kind is bound to attract attention, and faces of both young and old were almost continually pressed against the glass trying to solve the problem of how the water could keep continually flowing without any conceivable place for it to come from. In this, and in other feature attractions we put in our windows, we are able to get the people to come to the front of our store, and by having a neat arrangement of goods on display, we can see where results have been obtained," continued Mr. Levac.

From the first of the year between

Making good use of a small window for the display of seasonable lines, Baxter Hardware Co., Ltd., Windsor, Ont., here show outboard motors, baseball equipment, fishing, tennis and other requirements for early summer sports.

forty and fifty bicycles have been sold. The sale of these has greatly increased this year over last, and Mr. Levac states that this was accomplished by paying particular attention to advertising them and keeping them always before the eyes of their customers. In a section of the city like Verdun there is a good percentage of the people who work in the city proper, or in adjoining municipalities. To the working man a bicycle is convenience itself, and rather than the expense and delay in travelling to and from work on tramways it is very popular. From early summer until Fall an array of bicycles is placed on the floor, and even on the silent salesmen, just inside the front door. They are periodically featured in the windows, and with one placed in the centre in motion, the window becomes more attractive. This is accomplished by running a belt from a small motor in the basement to a small pulley on the floor of the window directly beneath each tire.

Getting the Younger Folk Interested

Many sales are made to the younger people, and special attention is paid to lines that appeal to them in the sporting goods department. Sulkies for the babies, then tricycles, wagons, etc., for those a little older, and medium priced baseballs, bats, gloves, footballs, skates, hockey sticks and numerous other articles for the boy who is old enough to understand the playing of these games as well as the grown-ups.

"If the boy sees what he wants in our store, he can do more to persuade his father to buy it for him than anyone else, and what is more appealing to a boy than a baseball, bat or wagon. When we have a window trim showing an attractive array of these goods, we are continually being asked the price, or to allow him to come in and handle the article that pleases him. Rather than give him an abrupt answer, we give him every encouragement, for we know they are good customers in sporting goods to-day, and will be for other commodities later on," concluded Mr. Levac.

CAN RETAILERS SHOW SALES TAX SEPARATELY ON THEIR INVOICES TO CONSUMERS?

The foregoing question has caused considerable division of opinion among hardware merchants. Some wholesalers have been advising retailers that this practice is contrary to regulations. Hardware and Metal has secured the following ruling on this point from R. R. Farrow, Commissioner of Customs and Excise, Ottawa:—

"If the retailer shows, on his invoice, the amount of tax he has paid on his purchase and presents it as a statement of fact—that he has so paid the same—no objection can be taken by this department even though it be shown as a separate item in the invoice. Retailers are however, not permitted to show an amount on their invoices as being a tax collectible on their sales, unless the item of tax is actually payable on their selling transactions."

Demonstration Sells Many Electric Water Heaters

McKelvey & Birch, Kingston, Ont., Have Novel Plan for Selling Electric Appliances—Big Trade Coming in Maritimes Says St. John Hardwareman

IN RECENT visits to hardwaremen throughout the country Hardware and Metal has come across some further evidences of the importance of the hardware merchant as a salesman of electrical appliances.

In order to demonstrate to the public the real value of an electrical water heater, the firm of McKelvey & Birch, Kingston, Ont., have one installed in their store and it has attracted much attention. With the warm weather comes an increasing desire for people to take frequent baths. To these a handy heater which will supply warm water almost immediately is a great boon and at this time all effort is being chiefly directed toward this class of trade. Demonstrations are being given daily to show the comfort secured at low cost by having such a heater in the home. The cost of the heater is $32, but it is figured that the operating cost is negligible and the original cost spread over the years of service is low. This is the basis on which this article is sold, and it is found to be a good basis on which to sell numerous electric appliances on which the first cost is somewhat of an obstacle at first glance. This includes electric washers, vacuum cleaners, etc.

Travelling down to the Maritime provinces, and judging by the experience of a St. John hardwareman, there is likely to be an awakening in the sale of electrical household appliances in that section. Since the recent application of the municipality of St. John for Hydro-developed current, many of the citizens are looking forward to lower power and light rates. The merchant referred to states that he was requested by a customer to demonstrate electric fireplaces, and while so doing was told that a new house had been built by the prospective purchaser of electric fireplaces, and that in view of the proposed cheap power, he had wired every room in the new house so that full advantage of the power could be taken by the tenants. Every fireplace was wired and provided with sockets, the bedrooms were wired so that electrical toilet requisites could be used, the dining room was provided with sockets where the buffet would stand, so that toasters, percolators, etc., could be used at the table, and the laundry was wired to provide for an electric wringer and washing machine. He stated that this was a good sign of a boost in this class of goods, and believed that as soon as the power distribution system was installed, there would be a good run on electrical labor saving devices.

ADDITION TO HALF-HOLIDAY LISTS

Supplementing previous lists in Hardware and Metal, are the following:

Ontario

AYLMER—Wednesday half holiday from May to September 30. Standard time.

ARNPRIOR—Wednesday half holiday July and August. Standard time.

BELLEVILLE—Wednesday half holiday June to September inclusive. Daylight saving.

CORNWALL—No half holiday. Standard time.

COBALT—Wednesday half holiday May to September. Standard time.

GALT—Wednesday half holiday all year round except December. Standard time.

GANANOQUE—Wednesday half holiday July and August. Daylight saving June, July and August.

GEORGETOWN—Thursday half holiday May to September 30. Standard time.

FORT WILLIAM—Saturday half holiday July and August. Daylight saving all year.

KINCARDINE—Thursday half holiday, May to September inclusive. Standard time.

KINGSTON—No half holiday. Daylight saving until September 3.

LEAMINGTON—Friday half holiday April 1 to Nov. 1. Standard time.

MEAFORD—Wednesday half holiday May 1 to Sept. 30. Standard time.

MIDLAND—Wednesday half holiday June, July and August. Standard time.

PARRY SOUND—Wednesday half holiday June to September inclusive except if holiday same week. Standard time.

PEMBROKE—No half holiday. Standard time. Close 5 p.m. except Saturday.

PRESCOTT—Wednesday half holiday, July and August. Standard time.

PORT ARTHUR—Wednesday half holiday June, July and August. Standard time.

PERTH—Wednesday half holiday June, July and August. Standard time.

RENFREW—Wednesday half holiday June, July and August. Standard time.

SIMCOE—Wednesday half holiday, June to September inclusive. Standard time.

TRENTON—Wednesday half holiday June to September inclusive. Standard time.

WALKERVILLE—No half holiday. Standard time.

WINDSOR—No daylight saving. No half holiday.

Saskatchewan

SASKATOON—Wednesday half holiday May to Sept. inc. Standard time.

New Brunswick

ST. JOHN—Saturday half holiday June to September inclusive. Daylight saving May 20 to September 9.

Building—Canada's Livest Industry

THE AMOUNT *of general building construction under way in Canada at present is such as to constitute a boom. Not only in new construction is such activity evident either for it extends to reconstruction and even to the smaller repair work done by the property owner himself. Hardware merchants in all parts of the country report active sales of tools following aggressive merchandising efforts along this line. Building is to-day the livest industry in Canada, as many merchants will report judging by sales of builders' hardware, tools, etc. Surprisingly little time has been lost this year in wage disputes among workers.*

With the month of June measuring up to that of May the first six months of 1922 will show over $130,000,000 worth of new building, an increase of 16 per cent., really represents an increase of 45 per cent. in actual value due to the price declines on many building lines. This figure is well ahead of the record for 1919 and is also greater in actual volume than that of 1920 which was considered a banner year.

Building activity is being well maintained at present and while such is the case it does not take much to start other prospects on the way to doing repair jobs around the house or starting on new construction. Window displays such as this help considerably in starting this activity.

Windows are also an important feature in this store in connection with tool selling. The store manager says that 50 per cent. of the sales of tools are directly responsible to the window displays. A definite increase in sales in the tool department is said to be at once noticed when a window display is devoted to this line.

This merchant, along with others, has found that the market for tools is ever widening. Educational work pointing out how much more effectively certain work around the home can be done with the employment of proper tools, has brought splendid results in this store. Housewives, property owners and others have joined the mechanic in demanding the right tool for the various needs which arise from time to time.

The store display is prominently carried at the front, a silent salesman and a wall case being occupied by some lines, while the many small articles are boxed at the front of the boxed shelving, with a sample on the front. Builders' hardware occupies one side of the store and extends well over half way to the rear. When first opened this store did not feature this department, but it was more or less scattered among the other hardware. The possibilities of growth were soon realized, however, and a special effort was put forth in this direction. In the process the stock was placed in a separate department, always neatly arranged, and in full view on entering the front door.

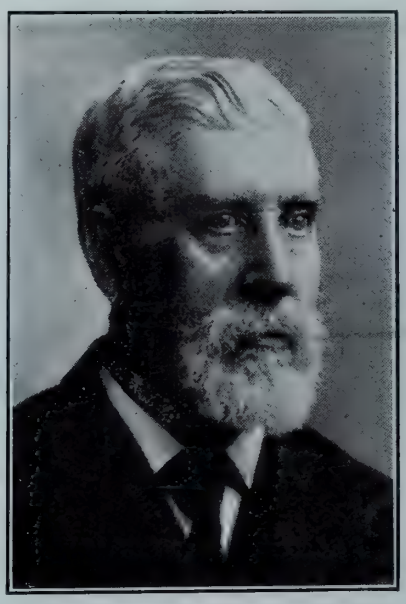
Dominion Day is the Half Century Mark in History of W. H. Lake Hardware in Toronto

Founder Commenced Five Years After Confederation—Still Actively Engaged at 80 Years of Age—Care in Granting Credit, Aggressive Collection of Accounts, Taking Cash Discounts, Accurate Accounting Factors in This Business

FIFTY years in the retail hardware business. Just think of it. Half a century actively engaged in one location. This is the proud record of W. H. Lake, hardware merchant in Toronto, who on Dominion Day, 1872, commenced a small store at 608 Queen St., W., a spot which is now marked by a thriving business. July 1, 1922, however, provides a three-fold thrill for Mr. Lake. It is a patriotic event of considerable interest to this British-Canadian, it signifies the fiftieth milestone in his retail trading activity and celebrates his birthday anniversary, this merchant having just now reached his eightieth year.

The growth and development of the retail hardware trade during the past fifty years can be attributed to the national expansion in commercial enterprises jointly assisted by the general adoption of modern merchandising methods, according to W. H. Lake.

During the fifty years' history which this retail store can boast, many radical changes have been witnessed, both in regard to the individual affairs of the firm and also the general business methods applicable from time to time in the hardware trade. From the small start of so many years ago, however, the expansion apparent to-day merely constitutes the outward growth of a healthful enterprise conducted by a sturdy pioneer, and reflects careful adherence to principles of fair dealing, a rigid system of exact book-keeping, taking full advantage of cash discounts, the limitation of speculative chances, careful buying, the stocking of those goods experiencing a current demand, and a close supervision of credit combined with a strict check on overdue accounts.



W. H. LAKE
founder of the hardware business at 608 Queen St., West, Toronto, who on Dominion Day celebrated 50 years in business and who has just turned eighty years of age.

Care in Credit Granting

"Too much credit has proved to be a handicap rather than an asset to many retailers," observed Mr. Lake, "for it encourages, to a certain extent, needless heavy buying. There is no advantage in having stock which doesn't turn over. Another important factor in all business ventures, but particularly in the retail hardware field, is the im-

Fifty Years Ago On One Of Toronto's Main Streets

The portion of Queen street west around Bathurst in which the W. H. Lake hardware business was established fifty years ago is now a very busy thoroughfare and not far from the centre of the city. There were no street cars in those days and the road was not even paved. This picture was taken forty-eight years ago. Standing by the horse is shown W. H. Lake as he appeared two years after the founding of this business and his two children W. J. Lake and the daughter (now Mrs. Fenny). The other son A. H. Lake, now identified with the business had not been born at this time.

perative necessity for having an efficient system of accountancy, one that will enable the merchant to tell just exactly where he stands in business relationship at any time."

Drawing a comparison with the early days in the hardware business, Mr. Lake stated that there is a difference in the methods of conducting affairs then and now. Fifty years ago, the local wholesale houses had no city travellers and purchases needed in a hurry had to be called for by the merchant. There were no such things as retail merchants' associations or hardware clubs in the city at that time, and Mr. Lake also remarked that hardware merchants did not have the advantage of such trade newspapers as Hardware and Metal, when he commenced business in his present location. It is estimated that there were only about 25 hardware stores in Toronto at that time. There has also been much variation in the size of stocks carried since those days, and in the number of commodities classed among hardware items. The size of stock was necessarily small as purchases were generally of minor character, although when building activities commenced on a larger scale and Toronto began to "grow up," builders' requirements naturally became more extensive. An increase in the number of hardware specialities during recent years was also pointed out by Mr. Lake in his review of conditions, this factor alone adding considerably to the numerous articles carried by the average hardware store.

That a better grade of goods was also obtainable to-day, was another point brought out by this pioneer merchant, who attributed this development to the higher sphere of civilization in which people of to-day were accustomed to living, combined with the improvement in property generally and the better class of houses in particular. The demand for home improvements or accessories was reflected in the call of hardware, and the introduction of electricity, sanitation and other modern conveniences brought in their wake a wider knowledge of hardware requirements and opened new fields for retail opportunities.

The W. H. Lake hardware store at 60 Queen Street West as in more modern times is shown herewith. Some changes have taken place in the interior arrangement as compared with when the upper photo was taken eighteen years ago but the lower picture shows the store front as it appears to-day. In the upper picture W. J. A. Lake appears on the left with a christie hat. The other brother A. H. Lake is on the right behind the counter and the father is shown in the centre.

Handicaps of Pioneer Merchants

As an example of this, Mr. Lake observed that fifty years ago in the locality where his store is situated there was no water system and consequently no baths and sanitary fixtures, which are looked upon to-day as elementary principles in home comforts. Thus the institution of improvements in this direction added to the gradual expansion recorded in the hardware business from a retail standpoint, with similar movements repeated through the development attained in other branches of industry, such as stoves, furnaces, paints, and other household and electrical lines. Another item of interest was introduced when the subject of advertising was touched by W. H. Lake.

"In the early days. there was no such thing as retail advertising, as each merchant considered that he was well-known in his district and those people requiring goods which he sold would naturally come to his store for them. Now, it is distinctly different, as competition forces us to advertise the goods we have for sale and not only try to induce the people to trade at our particular store, but if possible to create their interest in many lines which they might otherwise have overlooked."

When asked if competition did not enter into the hardware trade fifty years ago to the same extent as at the present time, Mr. Lake replied that as far as his district was concerned, when he first opened up business, there was no opposition, his being the only retail store for some distance. The growth of the city brought new problems to solve and this was considered as one of the later developments.

"Never buy more than you can pay for," and "Settle all accounts at least regularly once a month," were other gems of advice dropped by Mr. Lake when suggesting that all retailers should be specially careful to follow up each day an efficient system of bookkeeping. Not only does this method enable the merchant to profit by cash discounts offered, but a close survey is also kept thereby on credit customers.

As Keen as Ever

A personal glimpse of W. H. Lake affords an interesting study of various

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Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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SATURDAY, JULY 1, 1922

What Has Been Done With Freight Rates

IN CONNECTION with the discussion last week and the first part of this week in Parliament of various proposals in regard to freight rates, the question of reduced freight rates on certain basic commodities including pig iron, scrap iron, wire rods, billets, blooms, etc., was considered. As the week drew to a close Parliament voted on the subject and has now prorogued and few people are aware of what has transpired.

The debate after dealing at length with the authority of Parliament to interfere with the Dominion Railway Board in connection with freight rates, finally simmered down to a consideration of two issues, firstly, the offer of the railways for reductions on grain and the basic commodities aforementioned in return for total suspension of the Crow's Nest Pass agreement and secondly, the suspension of the latter agreement for one year except on grain and flour.

The vote which took place shortly before prorogation was in favor of the second proposal as outlined, therefore there will be no immediate reduction on the basic materials listed. The question of future action on these basic materials is being left with the Dominion Railway Board and the fact that the proposal of the railways would have involved a revenue loss of about two and one half million dollars more than the plan which has finally been adopted would seem to indicate that the railways have contemplated some such action. Mr Crerar, leader of the Progressive Party, stated at the conclusion of the debate that he felt sure the railways could carry out the reduction in rates on those basic materials as well as giving the reductions on grain and flour without impairing their position.

The Crow's Nest Pass agreement which has figured so prominently in the discussion has to do with an agreement made in 1897 between the government of Canada and the Canadian Pacific Railway in which the latter was subsidized for the construction of a railway line from Lethbridge to a point in eastern British Columbia. The subsidy amounted to $11,000 per mile or a total of $3,400,000. Concurrently an agreement was made concerning freight charges on certain commodities, including the following reductions from rates then existing: Coal oil, 20 per cent; cordage and binder twine, 10 per cent; iron, including bar, band, Canada plates, 10 per cent; all kinds of wire, 10 per cent; window glass, building paper, roofing felt, paints, woodenware, all 10 per cent. These reductions were applicable to these articles westbound from and including Fort William and all points east of Fort William. In 1918 wage increases on the railways were authorized by the government and simultaneously the Board of Railway Commissioners was authorized to disregard rate controlling agreements including the Crow's Nest rate. Various increases in rates were granted after that and now that the question of retracing these steps and effecting reductions is being considered, it is easy to be seen why the former agreement made in connection with the Crow's Nest Pass line is receiving so much consideration.

Making Hardware History

HARDWARE HISTORY is being made these days and those merchants who think prices have settled down to a more even stride compared with the hectic fluctuations of 1920 had better be careful that they do not misjudge the situation to their own disadvantage. Prices are changing rapidly these days, moving in both directions. Turpentine prices have been advancing steadily and the opinion was just gaining ground that they had about reached the limit for the time when this week an advance of thirty-five cents per gallon is made in one jump. This is said to be the biggest individual price revision made in the history of the turpentine market.

A number of factors are responsible for this situation, many of these having been outlined in recent issues of Hardware and Metal. Current offerings of turpentine are comparatively small and this at a time when a uniformly brisk demand is usually evident may indicate a speculative influence. On the other hand there is apparently a great scarcity of turpentine and both domestic and European consumers are in the market. Sales in recent months have exceeded fresh receipts and the shortage is due to the fact that very little turpentine was held when the new crop commenced and a period of inclement weather delayed the flow from the woods. This in view of large domestic requirements and the unexpected call for supplies from European sources is at the root of the big increase in price and while a firm market will likely continue, the extent to which the present high levels will be maintained depends largely on the extent of the speculative element involved.

Signs of General Improvement in Business

THAT THERE has been a marked improvement in the hardware business during the past two or three months is the general opinion of many manufacturers, wholesalers, and retailers. March, April and May business has been particularly good with many firms. One of the largest retail hardware firms in Ontario, conducting two large retail stores, states that their sales for March, April and May show a splendid increase over the corresponding period of last year.

A manufacturer of tools who complained six months ago about business being exceedingly quiet, now states that the factory is running full time and the company is about one month behind with orders.

A large manufacturer of washing machines, wringers, etc., states that the plant is now busy and there has been a most decided improvement during the past few months. The outlook for Fall is exceedingly good and orders are coming in much more freely than formerly.

A manufacturer of silver-plated ware states that business is showing great improvement in the hardware trade, but is exceedingly quiet in the jewellery trade. This manufacturer states that the jewellers appear to be getting a slump now whereas the hardware trade is rapidly recovering from a quiet period. According to this manufacturer the hardware trade has been buying much more freely during the past two or three months and the outlook for Fall business is exceedingly good.

With continued optimistic reports regarding the crops in various parts of Canada, and with many manufacturing firms getting under way for the first time in some months the outlook for the hardware trade is much brighter than it was a few months ago. Stocks in both the wholesalers' and retailers' hands are still light and any pronounced buying movement is quickly noted, and is reflected in manufacturing circles.

The Problems of Modern Marketing

The marketing of products is the big problem of the future—A phase of business which necessity is pushing rapidly to the forefront

Address by HARRY TIPPER, of Automotive Industries (business publication), at convention of Kiwanis Clubs, International, held at Toronto, Ont.

"IN CONSIDERING the industrial situation of today, we are confronted with the spectacle of a vast mechanical fabric of productive equipment employing millions of people capable of manufacturing more product than the domestic market has been willing to consume, and demanding constant movement of product in order that stoppage may be avoided and financial prosperity maintained. Up to a few years ago, the century of productive endeavor which has passed was devoted to the improvement of mechanical equipment and methods of manufacturing, transportation, and communication. The chemist, the engineer, the mechanical inventor, the explorer, the prospector, and the organizer found ample opportunity for constant development of their scientific attainments in the possibilities involved in the use of steam, electricity and other forces capable of supplying the motive power. As the production capacity grew, and the knowledge of production possibilities received a constant impetus from the energy, study and experience of the applied brains of industry exercised in this direction—the volume of goods produced through these increased facilities demanded a search for wider markets, a more extensive and constant pressure upon the markets, so that people would consume more goods and more people could be induced to use them.

Opening New Markets

"Intensively, for the twenty years preceding the great war, the industrial nations of the earth cultivated the available markets in the hope of seizing a larger and larger share of these markets for their own production operations, and in order to occupy the facilities and the population fully. This accumulation of production facilities and this search for wider and wider markets was furthered by the growth in rapid communication and transportation. The ends of the earth have been brought together so that for business purposes it is as easy to ship goods across the globe as it is to transport them to the next city. Markets which were previously inaccessible because of the difficulty of reaching them were opened up to a larger degree by the increased facilities for communicating and transporting. Discoveries of raw materials in various parts of the world led to the extension of industry from the limited quarters, which it occupied at the beginning of this era, until mills and factories are to be found to-day in all quarters of the globe. The industrial capacity has grown during the latter part of the century in mechanical production more rapidly than new markets can be discovered, and the time is approaching when the markets of the world, as they exist, will be charted and known wherever they are, while the tendency to put the increasing wealth of the world into new production facilities will add to the manufacturing capacity already existing.

Costs of Marketing Increase

"During the last 20 or 30 years a larger and larger percentage of the energy of business has been absorbed in the establishment, maintenance and supplying of products to the markets available for that production. Also, a larger and larger share of the energy of the individual business has been devoted to increasing the pressure of competitive effort on the market, so that the position of the individual industry or company can be maintained in spite of the increased manufacturing facilities and in spite of the larger number of units endeavoring to maintain their place. For these reasons the amount of energy and time spent in reaching, maintaining and supplying the market has absorbed a larger and larger proportion of the total cost of the product at the point of use. Selling, advertising and sales promotion, distributing, warehousing and all other costs of marketing have increased in their percentage proportion to the total price exacted from the consumer. Furthermore, while the costs of manufacturing decrease, or tend to decrease more slowly, the costs of marketing tend to increase more rapidly because of the surplus of manufacturing facility and the larger cost of reaching the wider market. A great deal is said regarding the cost of productive labor and many efforts are being made to reduce the wage scales of this productive labor because of their effect upon the cost. In most instances, the direct labor cost is not more than 15 or 20 per cent. of the cost exacted by the manufacturer, and if the product passes through several hands on its journey to the consumer, the direct labor cost in proportion to the price to be paid by the consumer frequently represents only 5%. Sometimes the total manufacturing cost of an article is only one third or one fourth of the price which must be exacted from the user when the product reaches that point.

Efficiency in Manufacturing

"A vast amount of attention has been given to the problem of efficiency in manufacturing. In this respect, the history of the mechanical system of business shows greater progress than any other. Great strides have been made in the mechanical system of transportation, in the facilities for speedy communication, and in the appliances for handling and warehousing. With all that, the marketing of products has not received the attention which has been bestowed upon manufacturing, and the best efforts of study, experience and analysis have been directed to the production and not the marketing of goods. This is well illustrated by the small number of books devoted to marketing and the comparative unimportance of these books as fundamental studies.

"Thousands of books have been written upon the single branch of manufacturing upon the various mechanical systems of transportation; the mechanical development in warehousing; port terminals, etc., but very little has been done to consider the efficiency of marketing operations and the tendency of their development. Modern marketing must take a larger percentage of the student's attention. It must be the subject of a greater degree of research and analysis, and its operations must be performed without so large a measure of speculative impression and so indefinite a knowledge of tendency. Sales organization and the work of the individual selling force are capable of a development arranged no less scientifically than the developing of manufacturing operations. Mass selling or advertising, as it is called, requires a much closer study as one of the factors of sound marketing, and in accordance with the character of all the factors involved in the marketing problem. Turnover must be studied not merely from the standpoint of its volume, but from the standpoint of the speed, and the individual item of turnover, so that the largest profit may be made on the smallest net percentage of the products turned over. It is significant that it requires a larger number of people to move $1,000 worth of goods than it did twenty years ago, and that, individually, these people receive more money for their work.

Cost Accounting in Marketing

"It is significant that while cost accounting and the analysis of cost has received great attention in respect to manufac-

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News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Improved Buying of Hardware in B.C.

Increasing Activity in Lumber Logging and Shingle Camps Combined With Improved Crop Conditions Give Much Better Tone — Iron Ore Deposits Being Developed — Price Changes on Hardware Lines

VANCOUVER, B. C.—Continued improvement is noted in B. C. coast hardware circles this week. Buying is on a slightly increased level due to more activity in lumber logging and shingle camps and steadily gaining crop conditions in the Okanagan. Along the Grand Trunk Pacific, trade goes on on a hand-to-mouth basis and in the Cariboo good buying is reported. Collections, too, are on the mend.

Much attention is being given to the "Buy B. C. Products" campaign in which hardware manufacturers on the coast are taking keen interest. Much fruit has already been borne and with a strong organization, it is believed that B. C. goods which are standing up well under comparison with eastern manufactures will be much benefited through the activities of the committee. Fifty towns and cities in the province have signified their intention of participating in the campaign and to that end, are making attractive window displays. In addition, special films have been taken and they will be shown through the cooperation of the moving picture houses.

Steel interests on the coasts are greatly pleased with the report issued this week, of tests carried out by the provincial government on rich iron ore deposits in the Sarita River district, near Alberni, on the west coast of Vancouver Island. Samples had been sent the Vancouver Engineering Works, ten tons of which were given a thorough trial which was eminently satisfactory. Speaking of the experiments, E. Davies, superintendent of the Vancouver Engineering Works has this to say:

"The iron ore from Sarita River is perfectly all right. We utilize it to the same extent as other ores. As a matter of fact, we find it as good as any ores at our works and we believe that when the deposits at Sarita River have been fully developed, they will prove of the utmost value in the development of the iron and steel industry in this province."

Price changes this week have been of little import. Twenty per cent. reduction in Laco lamps is announced and building paper is down ten per cent. Dominion Spring clothes pins are reduced ten per cent. and cement is a cent a pound cheaper this week.

Due to the action of the flax market, local dealers predict a further advance in linseed oil. This is responsible in a large measure to increased orders during the week. White lead is up fractionally and shellac is also rising sharply.

One of the local retailers is featuring a three days' sale of a special new brand of paint. Quarts are offered at $1.15, half gallons at a dollar more and gallons at $4.15. A brand of shingle stain is made a special at $1.60 a gallon.

There is also an aluminum sale at which coffee percoclators are selling at $1.44, double boilers at $1.24 and round roasters at $1.19.

WESTERN CANADA NOTES

The Dominion Battery Co., Ltd., Toronto, has opened branch warehouses at Vancouver and Calgary.

R. L. Mitchell of Ninga, Man., has sold out his hardware business to Campbell Bros., formerly of Minto, Man..

George P. McLauchin, sales manager of the Marshall Wells Company, Winnipeg, is on a business trip to Eastern Cities.

Visitors to Winnipeg included, John Colquhoun of A. R. Colquhoun & Son of Broadview, Sask., who reports crop situation looks encouraging. Mr. Popham of Johnson & Co., Brandon; Mr. Campbell of Campbell, Bros., Ninga Man.

George Peacock, who has been with Grant & Sons hardware store at Galahad, Alta., during the past three years has resigned his position and intends to enter the hardware business again at some other point. Mr. Peacock carries with him every wish for success.

Taylor Webb, Jr., of the firm of Messrs. Bissett & Webb, Ltd., Winnipeg, wholesale hardware brokers, is leaving for an extended trip to Great Britain, France and Belgium, where he will interview some of the company's European connections. It is also his intention to call on several of the firms in Eastern Canada now represented by Bissett & Webb, Ltd. He will be accompanied on his tour by Colburn Ryan of Winnipeg and expects to be away from Winnipeg three months.

WESTERN CANADA NOTES

E. W. Sparrow, who conducts a sporting goods store at Moose Jaw, Sask., was a business visitor to Winnipeg.

Elmer Oleson is taking charge of the branch store of the Whyte and Orr hardware company, recently opened at Millet, Alta.

The Granville Grocery and Hardware Co., has been formed in Vancouver. Seven Chinese are the principals in the company.

G. F. Stephens & Company, Ltd., paint and varnish manufacturers, Winnipeg, have secured new premises at Edmonton. It is just about three weeks ago that this firm's premises at Edmonton were totally destroyed by fire.

Winnipeg—A. M. McQueen, vice-president of the Imperial Oil company, is registered at the Fort Garry hotel, having arived from Toronto. Mr. McQueen is on one of his regular tours of inspection, and in a few days expects to continue his trip west. He is accompanied by Victor Ross, director of the company and F. J. Wolfe, secretary.

Manitoba R.M.A. Holds Its Annual Session In Winnipeg

Winnipeg, Man.—(Special)—T. A. Connell, Winnipeg, was elected president and H. M. Dunham, Portage la Prairie, vice-president of the Manitoba board of the Retail Merchants of Canada, at the ninth annual meeting of the board held last week.

Other officers elected for the ensuing year were: W. J. Creelman, Brandon; 2nd vice-president, R. J. McLean, Winnipeg; 3rd vice-president; J. W. Kelly, Winnipeg, treasurer, the executive to appoint a secretary. Delegates from Manitoba to the meeting of the Dominion board to be held in Halifax, Aug. 8 to 11, will be: J. A. Banfield, T. A. Connell, H. M. Dunham, W. E. Humphries and C. F. Rannard.

The establishment of a school of commerce in connection with the university and the introduction of a merchandising course in Manitoba schools will be sought by the association.

More rigid enforcement of the Lord's Day Act was recommended and guessing contests condemned in other resolutions. Action was deferred in the matter of the stamp tax on cheques, pending its consideration by the Dominion executive council of the association.

Saskatoon Hardware Co. Plans Expansion

Much Greater Display Space in New Retail Premises—Up-to-date Sportings Goods Dept.—Feature Auto Accessories and Builders' Supplies

SASKATOON, Sask.—The Saskatoon Hardware Company, formed thirteen years ago by J. L. S. Hutchinson is now making a series of alterations for the purpose of securing additional accommodation. With the changes being made the display space will be 50 feet by 140 feet and will give room to show many lines which to-day are seldom displayed for lack of room. They intend to utilize much of the additional space available for a series of display tables. The company intends to put in an up-to-date sporting goods department, handling every line of sporting goods, which will occupy the space of an ordinary sporting goods store, and will be situated near the front.

Auto Accessories

On the opposite side near the front will be the silverware and cut glass department, which will be remodelled. There will be a complete stock and up-to-date department for automobile accessories.

The stove department will be at the back of the store under the mezzanine floor. This department will also include washing machines and other household necessities which will be efficiently displayed with plenty of sunlight.

The paint department including varnishes, window glass, etc., commonly known as the "Save the Surface Department," will be prominently situated so as to give the best possible service and display to painters, contractors and householders. This has always been one of the largest departments in the hardware company's business, in which a wholesale and retail business is done.

Builders' Supply

The builders' supply department will be situated in the north wing of the building and a complete stock such as was carried in pre-war days will be added. Farmers' supplies will also be in the north wing.

The shelf and small hardware will be carried on in its present location but the department will be extended. A fireproof boiler room is being installed in rear of the basement to take care of the new heating plant and fuel. The present and the new basement will be used exclusively for the storage. The office will be moved from the second floor and installed on the mezzanine floor and be of easy access to everyone.

Service

This company has always placed service in the foreground and in keeping with this idea are devoting a large space for an up-to-date shipping room. The new addition will be lighted by large roof lights and with additional windows built in to the old building the store will be much lighter and brighter than at present.

These extensive alterations which are now in full swing will be completed in the early fall and meantime the company is carrying on under inconveniences which are inseparable from building operations. The rear end and greater part of the north side of the building have been completely torn out.

THE PROBLEMS OF MARKETING

(Continued from page 39)

turing operations so that hundreds of books have been written upon it and thousands of men have spent their best years in order to improve possibilities—on the other hand, cost accounting in marketing is scarcely known. In the practice of one industry, each individual concern will arbitrarily include or exclude certain functional costs without regard to the analysis of their requirements. Little is known, therefore, about the cost of marketing products except in a general way. In an analysis made two or three years ago for a large company selling a number of products, it was found that 40% of the products billed out were billed at a loss and were being carried by the extra profit on the other 60%. Modern marketing must contend with the intense competitive effort for the securing and maintenance for the proper flow of product from the factory to the user. This competitive effort will cost more than the conditions of business will warrant, unless the efficiency of the marketing effort is increased so that the cost per individual unit is decreased and larger pressure can be secured without placing a further burden upon the user of the product.

"Experience without analysis, impression without investigation, and records of cost without any cost finding, are responsible for the large amount of avoidable waste in the marketing methods usually employed. These methods must be made to yield to analysis so that the work may be done with less waste and, consequently, without a corresponding increase in the cost of the individual product. Modern marketing is just beginning its work. The proper values of advertising, the limitations of its uses, the purposes and limitations of individual selling, the economies of warehousing and the effect of turnover, are just beginning to suggest themselves to the average business man as important elements in his problem.

"Modern marketing demands the student and practical analyst; the careful investigator; and the man who can determine costs properly in their relation to function, because the problem of modern business is the problem of the market and not of the factory."

DOMINION DAY IS THE HALF CENTURY MARK

(Continued from Page 37)

characteristics whose grasp of the business details in his hardware store to-day is as bright and keen as ever. Every week day finds him still at his desk, in spite of inclement weather and some slight indispositions. His eighty years prove no handicap to him in reading while his penmanship could easily serve as an example for some of the younger generation. He comes of a hardware family, being born in Devonshire, England, where his father was engaged in what was termed the ironmonger's business. After various adventures in hardware, painting, plumbing and glazing trades, Mr. Lake migrated to Canada at the age of 29, and for almost one year cast around in Toronto in search of a suitable business location. He purchased the present site and erected a store of moderate dimensions which was duly opened on Dominion Day, 1872. This also marked the thirtieth milestone of his life, the major portion of which has been devoted to the hardware trade. Mr. Lake describes the initial stock as worth something around $2,000, as he found thirty days' credit was then somewhat difficult to obtain. However, after paying cash for a few weeks, his reputation in this direction was established but he firmly adheres to the principle of settling accounts regularly each month. Builders' hardware and household lines, comprised the majority of the stock, with the building contract work later on becoming one of the main features of the business. Another interesting reminiscence revealed by Mr. Lake was the fact that as high as five and six per cent. discount for cash was sometimes offered in those days by wholesale houses. As a contrast in real estate values in the city, it is worthy of note that the site of the present store only cost $34.00 per foot fifty years ago. While Mr. Lake did not divulge its current value, it is known to be worth many times the original quotation.

The growth of the business has been somewhat gradual but nevertheless sure. For some eighteen years, the Lake family lived at the back of the store, when demands for increased store space found them compelled to purchase a separate home. It is also noticeable that Mr. Lake's business activities are not confined alone to hardware, many profitable deals in real estate having been conducted by him during this time, the expansion of the city having opened the way for such diversions. Two sons, W. J. A. and A. H., are actively engaged with their father in the business.

W. J. Wilson, Sales Manager of the Western Steel Products Limited, Winnipeg at a meeting of the Grand Lodge of Manitoba A. F. and A. M. was elected District Deputy Grand Master for the coming year.

Events in the Trade

NEW FIRM

A new hardware store is scheduled to commence the first week in July at Colborne street, Brantford, Ont. This new business will be known as the West Brant Hardware, with Messrs. A. T. Briggs, formerly with John Bishop & Son, Ltd., and A. A. Sinclair, of Paisley and Mount Pleasant, being the two principals. The firm will carry a general line of hardware, tools, builders' supplies, paint, oils and poultry supplies.

PERSONAL

Walter H. Cottingham, president, Sherwin-Williams Co., of Canada, Ltd., sailed from New York on Saturday for England for the summer.

W. Beverley Robinson, president B. & S. H. Thompson Co. sailed this week for England and other European countries, where he will spend the summer months.

OBITUARY

The death occurred in Montreal of William Mosley, works manager and director of the Canadian Tube & Steel Products, Ltd. Mr. Mosley was taken suddenly ill the week previous and was removed to the hospital where he underwent an operation. From this he never fully recovered and passed away on Saturday following. Coming to Montreal in 1898 as superintendent of the Page Hersey Tube and Iron Co. he remained here for three years then returned to the United States with the same concern. In 1907 he returned to Montreal, this time to assume the position of superintendent of the Montreal Rolling Mills.

DOMINION INCORPORATIONS

Monarch Wire Products, Ltd., head office Montreal, capital $80,000 to manufacture wire and steel products.

EXPLOSIVES BILL IS DROPPED

The Explosives Bill, which was introduced in the Senate a short time ago and which would locate all factories or magazines for storing explosives, at least two miles from any other building, has been dropped. This bill, had it been put on the statute books would have seriously affected new merchants or retailers stocking explosives for the first time. The bill was withdrawn when it came up for second reading owing to considerable opposition from many quarters.

SYDNEY MILLS ENTER FOREIGN TRADE

Montreal.—According to a statement given by the British Empire Steel headquarters the steel plant at Sydney, Nova Scotia, has successfully entered the foreign market for finished steel products. Orders are on hand for nails, barbed wire and galvanized wire for Buenos Aires, South Africa, New Zealand, Costa Rica, Columbia, India and the British West Indies. The largest order is for 700 tons for Australia, and the smallest 100 tons for South America and India. Owing to this new activity the plant will at once go on double shift, and the number employed will be increased by over 2,300 men. The mills will roll billets from cold ingots to furnish material for the rod and billet trade.

WINDSOR RETAILERS HAVE GAY TIME

Windsor, Ont.—What was described by C. A. Lanspeary, president of the organization, as a "red letter event," took place in the Prince Edward Hotel when more than 100 persons enjoyed the first Ladies' Night Dinner-Dance given by the Border Cities Retail Merchants' Association in the spacious ball room of the new hostelry. Dinner was served shortly after 7.30 o'clock over which President Lanspeary presided and acted as toastmaster.

Dancing was enjoyed during and after the dinner. The evening's entertainment apart from the dancing, was made up of an exceedingly select musical program composed of some of the finest local talent to be secured.

Contest on Weight of Sheets

Dominion Sheet Metal Corporation, Limited of Hamilton, have announced a contest for wholesalers, traveling salesmen, sheet metal workers, bosses, employes, retailers and clerks.

Three prizes are offered for the nearest guesses to the total number of tons of "Premier" galvanized steel sheets produced by the company from August 1915 to July 1, 1922.

The first prize is a $50 gold watch, second prize $25 leather traveling bag, third prize steel carving set in case. Contestants are allowed to make one guess only. Letters are to be sent to editor, Hardware and Metal, Toronto, and must reach the editor not later than July 15.

MUST HAVE ADVICE ON PARCELS IN PRINT

Sealed parcels of merchandise will now be accepted at parcel post rates within Canada, the Postoffice Department advises, provided the senders place thereon printed labels stating in a general way the nature of the contents. The label may, if desired, be combined with the address label, the label to be wholly in print other than the name and address of the addressee, and have printed thereon the contents, such as "merchandise, this parcel may be opened for postal inspection, if necessary." The endorsement of these words in writing or by means of a hand stamp will not meet the postal requirements. When desired, these words may be printed on with gum paper tape, which is sometimes used for sealing parcels.

The public is cautioned against placing unauthorized enclosures in sealed parcels mailed at parcel post rate of postage. Violation in this respect will not only lead to withdrawal of privilege of sending sealed parcels, but will result in the sender being fined for infraction of the postal regulations.

HALF HOLIDAYS AND EARLY CLOSING

Auburn, Ont.—Wednesday half holiday from 1 p. m. May 1st to Oct. 1st. Close all year round, Monday, Wednesday and Friday nights 6.30. No daylight saving.

COMPLAINT OVER LATE MAIL DELIVERY IN KINGSTON

Kingston, Ont. merchants are feeling a great drawback to their business as a result of the mail service on the steamer Waubic between here and Cape Vincent being cancelled. Letters are now two days old before they reach the business men. There is general complaint over the loss of the service, and the antiquated system of carrying the mail around by Ogdensburg.

The Retail Merchants' Association has taken the matter up and will impress on the government the urgent necessity of having the mail routed as heretofore. It is understood that the reason the mail is not being routed via Cape Vincent, is that the Rockport Navigation Company declined to renew its contract for carrying the mails on the old terms, and the government consequently cancelled the contract.

Difficulty Over Valuation of Imports

Canadian Manufacturers' Association in Convention Discuss Difficulties of Securing Intelligent Valuation of Imports Under New Regulations—Danger in 500 "Ports"—Less Unemployment in B.C.—Prospects in Prairies Very Bright

THE ANNUAL convention of the Canadian Manufacturers' Association, was concluded this week at St. Andrew's-by-the-Sea with the election of John R. Shaw of Woodstock, Ont., to the presidency of the association for the forthcoming year. C. H. Smith, Montreal, is first vice-president; Henry Bertram, Dundas, Ont., second vice-president; Thos. Roden, Toronto, is re-elected treasurer. Among the chairmen of committees is W. C. Coulter, Toronto, Chairman Industrial Relations.

A strong protest against the combined burden of existing systems of taxation in Canada was the feature of the opening session.

The point was raised by H. J. Waddie, president of the Canada Drawn Steel Co. of Hamilton, who announced that a few weeks ago shareholders of his company had been surprised to receive demands from Ottawa for the payment of a tax on a stock dividend that had been declared in 1919, whereas the Federal legislation had not been passed until 1920.

Duty on Imports

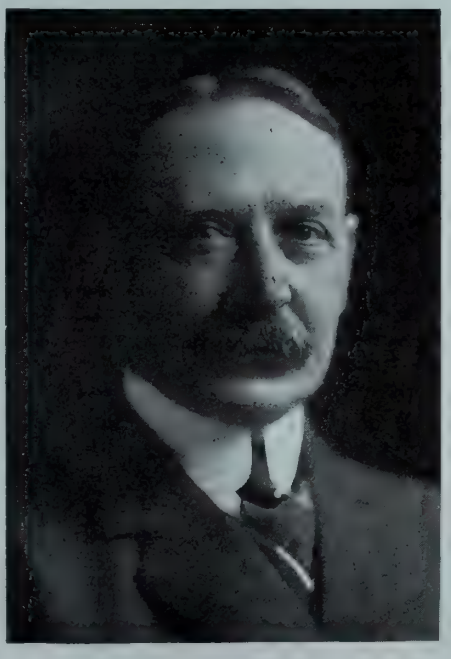
Concerning the budget changes regarding valuation for duty of imports it was pointed out that on June 12 the Minister of Finance provided a safeguard under which Customs officers are required to charge duty on a basis of valuaton—not of a mark at 1/3 of a cent—but the value of corresponding lines of English goods.

This, in theory at least, appeared to be a safeguard against the dumping of German goods—such as cutlery, enamelware, etc.—but the manufacturers foresee a very practical difficulty in the figuring out of the valuation. Who is to do it? At probably not more than half a dozen centres—such as Montreal, Toronto, Winnipeg, for three—are there specialists as appraisers, who like department buyers in large retail stores, are capable of setting a value as on the "English" basis. How can they? They have not had a sufficiently wide or intimate training. The actual result, it is feared, will be that the local Customs officer in most cases will accept the valuation assigned by the local importer, which may be in effect a "dumping" price. The uncertainty in Canada due to a lack of thorough training in local Customs officials will be appreciated when it is realized that there are more than 500 different "ports of entry," far more than are located in the whole of the United States.

Take a Few Samples, Then Make Rule

The suggestion is made here by a Customs expert that the Department would take a few main lines in the different industries, as in cotton, woollen and steel goods, and work out corresponding English valuations accurately, and figure how much the invoiced German price (at the current value of the mark) is below this English value, and hence, how much the German valuation must be advanced to approximate the English price. This advance, say, 50 per cent., 75 per cent., 150 per cent. or whatever it turns out to be on the average, could be applied to all German goods in the same class. Instructions to this effect should be issued to the 500 Customs officers in Canada, and in conforming to this plan the dangers of the destruction of the domestic market for Canadians through a virtual "dumping" of German and other foreign goods through the depreciated currency would be averted. In the absence of some such safeguard manufacturers view the new regulation with a considerable degree of apprehension, for hundreds of them are involved personally.

The British Columbia report said there was less unemployment in Vancouver than in 1912-1913. Much of what there was, was wilful. In other towns and districts of the province unemployment was practically unknown.



W. S. FISHER

Of the Enterprise Foundry Co., St. John, N.B., who has been succeeded in the presidency of the Canadian Manufacturers' Association by J. R. Shaw, of Woodstock, Ont. Mr. Fisher was the presiding officer of the sessions of the convention just concluded at St. Andrews-by-the-Sea, N.B. He has done much during the past year to promote better commercial relations between Canada and the West Indies.

Referring to prospects for steamship trade between the Canadian Atlantic and Pacific ports, following the British Columbia report, it was pointed out that, while cargoes of lumber were available from the Pacific to the Atlantic, there had been a scarcity of Westbound goods. Ships were running from New York to British Columbia, it was said. Efforts had been made to secure bonding privileges on these for Canadian goods, but without success, and the opinion was that the request would never be granted. Canadian goods traveling between Canadian points, by the route, therefore, had to pay duty.

Prairie Divisions

Major J. O. Thorne, Metallic Roofing Co., Winnipeg, read the report for the Prairie division, including Manitoba, Saskatchewan and Alberta. He said in part:

"Due to the unavoidable period of deflation following the war period manufacturing and other business interests had very difficult experiences. Even yet the costs of labor and transportation were at a very high level. General operating costs and particularly taxes, were higher than ever before. However, with the exception of two small areas, which had suffered from high water in the spring, the Prairie crops had been seeded and were growing under most ideal conditions. Given good return from this crop, the prospects for renewed business activities throughout Western Canada were exceedingly bright."

General Manager J. E. Walsh, following the presentation of the British Columbia report, said he understood that the Canadian government was prepared to open a steamship service between the Atlantic and the Pacific whenever traffic justified.

W. C. Coulter, Booth, Coulter Brass Co., Toronto, reporting for the Ontario division, said that "class consciousness" had put industry on the defensive.

T. W. Simms, T. S. Simms Brush Co., St. John, N. B., for the Maritime division commended the Manufacturers' Association for the aid they had given to the Maritimes in the fight for restoration of the Inter-colonial arbitrary rates, abolished in 1918. He hoped the delegates would become acquainted with the Maritimes on their trip. These provinces were trying, with the others, to build for a bigger Canada.

(Continued on page 58)

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"SELFBLO" BLOW TORCH

A blow torch with a unique principle of operation is being placed on the hardware markets by the Hunt-Lasher Co., Inc., of Lynn, Mass. This product is called the "Selfblo," the name being derived from the methods employed in using this torch. Attention is called to the two barrels by the manufacturers, and in describing the operation of this blow torch, it is stated that both these barrels are filled with denatured alcohol, and the touch of a lighted match to the wick end will result in the torch "blowing itself." The makers further claim that this torch will, in twenty seconds, give a 1,400 deg. flame that will run any solder. A counter display containing six torches is supplied by the above company. The Walkley Moncour Co., 416 St. James street, Montreal, are the Canadian representatives.

IMPROVED TOY SWEEPERS

Some improvements in their line of toy carpet sweepers have been announced by the Bissell Carpet Sweeper Co., of Canada, Niagara Falls, Ont. Chief among these is the adoption of a metal handle socket in which to screw the handle similar to that of the regular domestic sized sweeper. This is applied to all three of the toy models. The "Little Queen," will not only have the new handle fastening device, but will also be equipped with rubber tires on the wheels. The "Little Jewel" is described by the manufacturers as something more than a mere toy, being an effective little sweeper. This machine has the necessary mechanical equipment to make it give useful service, such as self adjusting bristle brush, steel pan with regular dumping device, and furniture protectors.

SURESTEP LADDER

A safety model step ladder is being placed on the market by the Surestep Ladder Corporation, of Long Island City, N. Y. The principal features of the Surestep ladder is the two additional side props, swinging outward which support the ladder in place, eliminating the danger of tipping and falling. This is made in two types, known as A and B. Model "A" is a household ladder and model "B" is a mechanic ladder. Both types are made in sizes from three to twelve feet. The manufacturers point out that the mechanic type "B," does not require a second person to hold the ladder while the worker is on it.

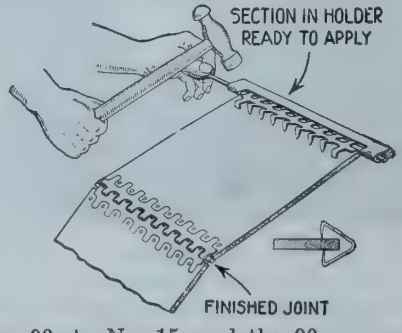
S. M. P. ROLL RIM SINK

A new white enameled roll rim sink has been announced by the Sheet Metal Products Co., of Canada, Toronto. The manufacturers point out that this product combines strength with moderate weight. It is made from 16-gauge Armco iron, with two coats of a special grade enamel on the outside and three

coverings of same on the inside. Connections for 1-½ inch lead pipe, and 1-½ iron pipes are supplied with each sink. The measurement is eighteen inches by thirty inches, while the back is sixteen inches high. The makers further claim to have spent many years of effort to perfect this article before offering same to the trade.

ALLIGATOR BELT LACING

A new size of alligator steel belt lacing is being put on the market by the Flexible Steel Lacing Co., Chicago, Ill. It is known as No. 1, and is designed specially for belts of 1-16 to 3-32 inches thick. Formerly the sizes jumped from



No. 00, to No. 15, and the 00 was considered a little too light, while the No. 15 was too heavy to care for the sizes for which No. 1 is designed. A novel holder frame has been added to the standard equipment for sizes No. 00 and No. 1 to facilitate application for these two miniature sizes.

RADIO TOOL KIT

A tool kit for radio enthusiasts, is being placed on the market by the Mathias Klein & Sons Co., of Chicago, Ill. This kit is put up in a full leather wax-stitched folding pocket case, and includes one 5-inch long-nose plier, one 6-inch side cutting plier, small screw driver, electrician's knife, a high grade file and electrician's tweezers. The manufacturers expect the universal enthusiasm for radio-telephony to reflect in a suitable need for tools of this class.

EMPIRE BRASS ENAMEL

The Empire Brass Enamel Co., are introducing to the trade an enamel for renewing brass beds, brass fixtures, radiators, door knobs, mouldings, picture frames and such materials where a brush brass finish is desired. The manufacturers point out that this enamel gives a hard permanent surface, drys quickly, and will also stand washing. It is made in Canada by the above firm at Kingston, Ont.

HOLIDAY GIFT BOXES

The Aluminum Goods Manufacturing Co., Manitowoc, Wis., have arranged for a new holiday design to be used on boxes for packing their Viko line of aluminum kitchen utensils. This design is lithographed in four colors, and the manufacturers point out these boxes should make a strong appeal, for Christmas, wedding, birthday, and general gift purposes. It also enables the dealer to add a touch of color to window displays, by showing the utensils together with individual gift packing. The makers of Viko, also state that they are offering a special proposition on holiday business.

UNIVERSAL RADIO-PHONE RECEIVERS

A new Universal type of radio-telephone receiver has recently been introduced on the market by the Roller-Smith Co., 233 Broadway, N. Y. These products are supplied in types "A" and "B," the former set being 2,700 ohms per pair and the type "B" have a resistance of 2,000 ohms. Both are supplied in single or double receiver head sets, as desired, also with or without cord and head band. These Universal radio-phone receivers are claimed to be adaptable to either the crystal or vacuum tube sets, the manufacturers stating that a high-class product which will give satisfactory results has been their object in placing them before the trade.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

BOLTS and nuts, both carriage and machine, coach or lag screws, stove and tire bolts, turpentine, linseed oil, sledge and blacksmiths' hammers, certain makes of electric irons, the Storm King line of barn door hangers, steel thumb latches and all chalk lines and similar cotton goods, comprise the budget of price increases announced on the current hardware markets. In addition, persistent rumors regarding a pending advance in wood screws are noted, while, due to higher costs of raw materials such as coke and pig iron, the possibility of future advanced quotations on furnaces is admitted in certain production circles. On the other hand, minor reductions continue in evidence, thus reflecting a double trend in the markets, due to the dual elements of rising production costs in steel items combined with keen competition on other products. Certain grades of moto roils, B and BB Gargoyle Mobiloil, are lower in price, while a similar downward change is apparent on Three-in-One machine oil, the Millers-Falls line of breast and hand drills, and some makes of mirrors.

The sudden advance in turpentine quotations provides a feature of the paint markets, and crowns a succession of price increases during recent weeks. The scarcity of this product and the difficulty of securing adequate fresh supplies are factors that have been recently in evidence, but the current jump was not in the calculations of either distributors or consumers. Turpentine is experiencing a universal brisk demand which thus places receipts at a premium.

Eastern centres also record a slight revision in lapweld boiler tubes, these quotations, however, being nominal under the circumstances as shading continues for what moderate business prevails. Scrap materials are also slightly quieter in tone, the keen interest having subsided somewhat. A recession in ingot metals is not unexpected, this being styled as merely the downward swing of the pendulum, a movement which has been more or less in evidence after each brief session of improvement. Current trade in such products as corrugated sheets, eavestrough and conductor pipe, and builders' supplies generally, are registering notable activity, with seasonal trade reported good in wholesale hardware circles. One feature is the recent improvement in collections, an indication that retail trade is also on the expansion.

Montreal Markets

MONTREAL, June 29.—Of particular interest to the trade this week are the advanced quotations on bolts and nuts. On the new list all kinds of both bolts and nuts show a price advance of varying extent. Stove and sink bolt prices are also increased through a revision in discounts. Blacksmiths' and sledge hammers, five pounds and over, appear with higher quotations. The larger sized lapweld boiler tubes show further price adjustments, the market for these products still unsettled and trade very quiet. Slight revisions are again made on scrap metal quotations, this market remaining in an improved position although business is reported a little quieter this week. Corrugated sheets continue active, with the undertone of the market firm, while compression goods are still reported in a strong position. The recent strength in the cotton market has not yet reflected in quotations on cotton wastes but present price levels are steady. Solder is a little easier following the firmer tone in recent weeks, and iron and steel, although a little quieter remains firm. Tin and antimony are slightly easier on the ingot markets while other lines are holding fairly steady.

FURTHER SLIGHT CHANGES IN SCRAP QUOTATIONS

Montreal.

Further minor revisions are announced in the waste material markets, rubber scrap showing a slight reduction, these lines remaining very dull. Non-ferrous metals continue fairly firm, although the strength of copper is not as marked as a few weeks ago. This condition is attributed to a slight recession in demand, the undertone remaining in a satisfactory position. Iron and steel scrap generally again shows an improvement, and the quotations on heavy melting steel are slightly increased, offerings of this material being reported a little lighter than in recent weeks. A little quieter period is now reported by dealers, but they look to future business with a fair amount of optimism. Action taken with regard to lower freight rates will offer a stimulant to trade, high transportation costs being a big obstacle to scrap dealers in the past. Average dealers buying prices are as follows:

WASTE MATERIALS—

Automobile tires	0 50
Rubber shoes	0 02½
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04½
Lead, tea	3 00
Light copper	0 08½ to 0 09
Heavy copper	0 11
Wrought iron R. rd., No. 1, per gr. ton	10 00
Malleable scrap (ton)	9 00 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	3 00
Boiler plate	8 00 9 00
No. 1 machinery cast	20 00 to 21 00

NEW HIGHER LIST ON BOLTS AND NUTS

Montreal

Superseding list of January last, a

new list on bolts and nuts is now issued to the trade, and an advance in quotations of varying extent is recorded on the different lines listed. Carriage bolts are increased approximately 15 per cent., machine bolts from 11 to 13 per cent., coach and lag screws about 20 per cent. and plow bolts 7½ per cent. The net quotations off list on all nuts is reduced thus also advancing prices. This revision did not come as a surprise as the undertone of the market has been very firm for some weeks past.

ACTIVE TRADE CONTINUES IN CORRUGATED SHEETS

Montreal.

Current trade in corrugated sheets is described by manufacturers and distributors as good, "we are very busy," "trade is exceptionally good," being the descriptive phrases used. Deliveries of flat galvanized sheets are somewhat slower but no scarcity is yet felt in corrugated, although this condition, coupled with increased price levels, still tend to stiffen the market. In discussing the firmer trend now evident, one local manufacturer stated that while the undertone warranted higher levels, there was no direct indication of a revision up to the present. It was thought that much would depend on trade during the ensuing weeks as this factor has already greatly assisted the stronger tendency. Following are unchanged quotations:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Lighter than 24 gauge and wider than 27 ins., Less 10 per cent.

SLIGHT REVISION MADE IN LAPWELD TUBES

Montreal.

Conditions in the local boiler tube market fail to show any improvement, and prices are still being shaded to secure business, what little there is to be obtained. For this reason an easier tone is still apparent and quotations on the larger sizes of lapweld tubes are again revised, the 3½ inch being further reduced while the 3 and 4 inch slightly increased. In making these adjustments distributors state that present quotations are also governed by stocks on hand in view of the usual quieter period during the summer months. Trade is described as quiet and following are nominal quotations :

BOILER TUBES—	Seamless	Lapweld
1 inch	18 00	.....
1¼ inch	20 00	.....
1½ inch	19 00	.....
1¾ inch	20 00	.....
2 inch	19 00	16 00
2¼ inch	22 00	19 00
2½ inch	25 00	19 00
3 inch	29 00	24 50
3½ inch	34 00	25 00
4 inch	43 00	36 00

FIRMER TONE IN COMPRESSION GOODS

Montreal.

The movement of the various lines of valves and bibbs continues in fair proportions with the progress made in construction work. The strength of copper for some time past has a strengthening tendency in the undertone of the market, and improved trade also assisted toward a firmer basis for these goods. Quotations remain at former discounts, as follows:

COMPRESSSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N.P. "P" and "S" traps	40%

RECESSION IN TIN EASES SOLDER PRICES

Montreal.

After continuing on a firmer trend in recent weeks the undertone of solders is now described as a little easier owing to the easier tone of tin on primary markets. This metal after making gains in previous weeks has declined during the past two weeks. Other lines of lead and zinc products remain in a steady position with lead and spelter reported as fairly firm. Demand for these products has shown a slight slackening during the past week or two, but dealers consider this as only a temporary condition maintaining that construction work during the summer should require a fair amount of supplies. Unchanged quotations are the following:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs.	12 00
Lead waste, per 100 lbs.	13 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	17½%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 2½ lbs. sq. ft., lb.	0 10
Do., 4 to 8 lbs. sq. ft. lb.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

GALVANIZED SHEETS FIRM AT RECENT REVISIONS

Montreal.

Activity in galvanized sheets still features the local, sheet markets with stocks, while none too heavy, sufficient to take care of immediate requirements. Arrivals from overseas are coming to hand in good quantities, although mills to the south are handicapped in deliveries. Local quotations remain at recent revised levels with a range still noted among distributors. There is however practically no sign of price-shading such as was evident in past weeks, stocks at present not permitting this practice. Canada plate bookings for fall requirements will soon commence causing an extra buying movement in sheets, and stocks of these are now arriving. Following are unchanged quotations:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	5 90	6 40
22 gauge	5 55	6 05
18—20	4 85	5 35
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 10	6 60
26 U. S. gauge	5 80	6 30
24 gauge	5 65	6 15
22 gauge	5 65	6 15
18—20 gauge	5 50	6 00
16 gauge	5 35	5 85

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s.	9 25
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	14 50
CANADA PLATE—	
Half bright 52s	5 25
Half bright 60s	5 35
Blued, 52s	5 50
Blued 60s	5 60
Welsh, Polished, 52s	7 25
Welsh, polished, 60s.	7 50
Galvanizel, 52s	7 50
Galvanized, 52s	7 50

COTTON WASTES FIRM BUT PRICES UNCHANGED

Montreal

Although the recent rise in the cotton market has resulted in higher prices on practically every line of cotton goods, the reflection on wastes has only been to the extent of maintaining a very firm undertone. Quotations are as yet unchanged, but dealers point out that every indication points in an upward direction. Unchanged quotations are as follows:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

STOVE AND SINK BOLTS NOW 70 PER CENT. OFF

Montreal.

Accompanying the revision on other bolts are higher prices on stove and sink bolts. These are now quoted at less 70 per cent., former discount being 72½ per cent.

SOIL PIPE MARKET STEADY TO FIRM

Montreal

Soil pipe and fittings continue in seasonal demand with the extensive building operations demanding supplies. Quotations remain at former discounts with the tone of the market described as steady to firm, owing to the strength of pig iron and other raw materials. The trend of the market for these products, as pointed out by a local manufacturer, has not shown the advance that has been evident in many other lines of iron and steel. The revision of last month brought current quotations to a higher level, but previous to this prices were at a very low level not warranted by market conditions. However, for the present there is said to be no indication of a further price revision and following are prevailing discounts:

SOIL PIPE—	
2 and 3 inch	40%
4 inch	45%
5 and 6 inch	40%
8 inch	20%
Fittings—	
2 and 6 inch	50%
8 inch	20%

ADVANCED QUOTATIONS ON SLEDGE HAMMERS

Montreal.

Sledge and blacksmiths' hammers, five pounds and over, are now increased from $12.50 to $15.00 per 100 lbs. This applies to such manufacturers' numbers as 45, 46, 48, 37 and 37½.

STEEL SITUATION STILL REPORTED STRONG

Montreal.

Underlying factors in the steel industry are still reported firm and locally quotations are generally firmly held at $2.95 base. A quotation five cents less is given for ordinary business by a few firms, these having not yet increased prices to take care of sales tax such as was mostly done a few weeks ago. Although at this season a usual slackening in trade becomes apparent, thus causing an easier tendency, chances of this are thought more remote this year owing to the effects of the coal strike which is now more keenly felt in markets to the south. Domestic trade, too, has been of a sorting character for the most part during past months, and any easing in demand because of the absence of larger construction work will not be as noticeable. Unchanged price levels are as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

INGOT METAL PRICES ARE MARKING TIME

Montreal.

Ingot metals are now reported quiet with prices generally marking time, or in one or two cases slightly easier. There is said to be no weakness to this situation, but merely a dull period which is not unusual at this time of year.

TIN.—The variation in this metal has been so slight as to be almost negligible and London is evidently waiting for a further movement from this side. Demand continues light and with stocks as large as they are there seems little prospect of any advance in price. Local quotation, 35½ cents.

COPPER.—This metal has been slightly easier in New York although there is said to be no pressure to sell and producers are apparently confident of better prices later on. Export business is well maintained and domestic consumption continues at a good rate. It is considered probable that the market will be able to absorb what new production is available during the year. Consumption is slightly better locally, but there is still room for improvement. Electro is quoted at 17¾ cts., castings at 17½ cts.

LEAD.—The American market is reported quiet with prices slightly below the top figure touched several weeks ago. London is fairly firm but the situation i gradually becoming easier there and lower prices would not be surprising. Locally the market is fairly firm with refined lead catching a price as high as virgin. Market quoted at 6¾ cts.

SPELTER.—Spelter is quoted slightly lower at East St. Louis but mostly by second hands as producers are still quite firm in their ideas. This metal is probably in as strong a position as any, as Europe has none too much available and supplies are barely up to normal in the U. S. A. Locally demand is fairly good with the market steady at 8 cents.

ANTIMONY.—This metal is somewhat easier in New York owing to heavier supplies and the local market is weaker in sympathy at 7½ cts. for high grade English and 6½ cts. for Chinese.

ALUMINUM.—There is practically n change in aluminum which remains dull on the local market at 24 cents.

Toronto Markets

TORONTO, June 29.—A complexity of price changes is again apparent on the current hardware markets, revisions in both directions being recorded. The issuing of a new discount sheet with consequent higher quotations on carriage and machine bolts and nuts all through the list, provides one of the principal advances, while other lines with increased prices are stove bolts, the Storm King make of barn door hangers, steel thumb latches, all chalk lines and similar cotton goods, also certain makes of electric irons. Rumors of another pending advance in wood screws are persistent on the local market, while a possible advance in furnace quotations owing to higher raw material costs has also been rumored. Minor reductions appear on the Millers-Falls line of breast and hand drills, with similar downward changes on certain grades of Gargoyle Mobiloil motor oils and "3-in-1" machine oil. Cement producers admit that the institution of any proposed reduction in freight rates would most likely be reflected in a proportionate lowering of prices on this product.

BARN DOOR HANGERS INCREASED IN PRICE

Toronto.

A slight increase in price has been announced on the Storm King make of barn door hangers. These are now quoted at $11.80 per dozen.

THUMB LATCH PRICES TEN PER CENT. HIGHER

Toronto.

Steel thumb latches are also slightly higher in price this week, the No. 2 latch being quoted at $2.20 per doz., and increase of approximately ten per cent.

FREIGHT RATE CUT TO LOWER CEMENT PRICES

Toronto.

Chief interest in the cement markets at this time centres around the proposed reduction in freight rates on Canadian railroads, a development which, if materialized, would undoubtedly tend to ease quotations on cement in the near future. One market report indicated a reduction of ten cents per barrel, but in discussing this situation with manufacturers, Hardware and Metal was informed that no definite decision had yef been made in this regard. It was admitted however, that the announcement of actual reductions in transportation costs should result in a consequent proportionate decline in cement prices. Prevailing demand for this product is stated to be fairly good, construction activities in the city being up to expectations, but the call for cement in the country is just moderate. Prevailing unchanged levels follow:

CEMENT—Carload Lots—	
Per barrel	$ 3 75
Less Carload Lots—	
Per barrel, f.o.b. yard	4 40
Per barrel, delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

SUBSTANTIAL DROP IN IRONING TABLE PRICES

Toronto.

Quotations on the "Canadian Maid" ironing table have been reduced approximately twenty per cent., according to an announcement made this week by the manufacturers. The new prices are $3.- and $5.85 respectively.

REVISED QUOTATIONS ON THREE-IN-ONE OIL

Toronto.

A revision has also been announced in quotations on Three-in-One machine oil. Prices on this product are now at the following level:

"3 IN 1" OIL—

	Per Doz.
Small	$ 1 25
Large	2 55
Handy	2 55
Factory	5 00

PRICES ON MIRRORS NOW SLIGHTLY LOWER

Toronto.

A slight reduction has been announced this week in prices on certain makes of mirrors. Following are revised quotations:

MIRRORS—

Louise Style—

	Per Doz.
Sizes 5 x 7	$ 3 00
Sizes 6 x 9	3 50
Sizes 7 x 9	4 10
Sizes 8 x 10	4 70
Sizes 9 x 12	5 60
Sizes 10 x 14	6 65

I. X. L. MAKE—

	Per Doz.
Size 5 x 7	$ 2 25
Size 6 x 9	3 15
Size 7 x 9	3 50
Size 8 x 10	4 35
Size 9 x 12	5 15
Size 10 x 14	6 65

ANOTHER ADVANCE PENDING IN WOOD SCREW PRICES

Toronto.

Rumors of a pending advance in quotations on wood screws are more or less persistent on the local market this week, the general impression being that such a development will be recorded in the next few days. This tendency reflects the strength of manufactured steel lines in general, and the brisk demand for such manufactured products caused by the seasonal demand, combined with the anxiety of consumers to get under cover owing to the uncertainty surrounding future developments in the steel industry and the adjacent coal strike situation.

ELECTRIC IRON PRICES BACK AT HIGHER LEVEL

Toronto.

An advance in prices averaging around 25 per cent. but reaching as high as thirty per cent. in some cases, has been made on electric irons. These products have recently been the subject of price shading between certain distributors, and the current revision places quotations practically back at the previous quotations. The average increase is between $3.00 and $4.00 per dozen.

Steel Prices Reflect Coal Strike Developments

Local Quotations on Bar Products Continue to Firm Up—Further Advances Predicted in Some Quarters Providing Business During Following Weeks Remains Up to Expectations—Coal Stocks In Mill Areas Becoming Depleted

FUNDAMENTAL strength continues to mark practically all sections of the iron and steel market, and the trend of local quotations on bar products affords an interesting feature of this industry. As noted in these reports a couple of weeks ago, the base price on bar iron advanced to $3.00, but it was admitted that some shading of this quotation to the previous level of $2.90 was undoubtedly obtainable on attractive orders. This situation is now stated to have firmed up, and the $3.00 base has become generally uniform. That another advance of from ten to fifteen cents per 100 lbs. will be adopted in the next few weeks is described as probable by certain distributors who claim that the current mill costs to the warehouse warrant this increase in addition to the continued strength at primary centres. It was pointed out on the other hand that July and August constitute the dull periods in the trade, but while the demand is somewhat spasmodic, the general movement is well up to expectations and in comparison with other seasons, unusual conditions are evidenced. Should the volume of trade in bar products therefore, be sufficient to satisfy distributors during the ensuing weeks, it is stated that higher prices will not be surprising.

Recent reports from southern steel centres indicate that while the steel market continues to grow a little quieter each week as regards the quantity of turnover, yet this is attributed to the season of the year, and steel has not grown more plentiful, while deliveries remain in strong request. The labor situation is described as becoming more acute in some mill sections, unskilled labor now going into other fields where higher wages are obtainable during the summer months. Chief interest throughout the steel industry, however, and also in practically all manufacturing circles where iron and steel constitute the raw product, is centered on the problem of how long the coal strike will last and the ultimate effects on steel deliveries and prices. Developments during the last week or so were not considered favorable to an early termination. This uncertain outlook for settlement of the strike, is having the effect of greatly strengthening quotations on all kinds of semi-finished and manufactured steel, products. How far this movement will be reflected, is considered problematic, but it is noted that all coal mined since the commencement of the strike has been steadily absorbed by consumers, while in addition stocks have been drawn upon to such an extent that they are now getting close to the danger point in some quarters. These conditions are credited with creating some uneasiness among large producers as to the future supply of coal in the event of the miners' strike lasting indefinitely. Thus it is that mills in southern territory are evidently getting more conservative in respect to taking orders for delivery beyond a certain point.

Following are prevailing quotations on the local market on bar products:

IRON AND STEEL—

Mild steel bars, base	$ 3 00
Mild steel bands, 3-16 in. base	3 50
Bar iron, base	3 00
Angle iron, base	3 00 — 3 10
Horseshoe iron	3 75
Tire steel	3 25
Spring steel	7 00 — 8 00
Sleigh shoe steel	3 00
Hoop steel	4 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

MILLERS FALLS DRILLS AT LOWER PRICE LEVELS

Toronto.

A slight reduction is announced this week in prices on the Millers-Falls line of breast and hand drills. Revised quotations on these products follow:

BREAST DRILLS—

	Per Doz.
No. 12	$ 64 20
No. 13,	81 00
No. 118	72 00

HAND DRILLS—

	Per Doz.
No. 2	48 00

PRICES ON CORRUGATED SHEETS CONTNUE FIRM

Toronto.

The firmness in corrugated sheets which has been outlined in recent market reports, continues to remain strongly in evidence. A brisk call is experienced for these products at this season of the year, and with the higher prices now effective on flat galvanized sheets, current quotations on corrugated are described as very firm with a decided tendency to higher levels. As a matter of fact, the gradual elimination of price shading in this market was stated by one local distributor as technically amounting to an advance. This is generally in keeping with the trend on other manufactured steel lines. Following are unchanged prevailing quotations:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 26 U. S. gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

CALL FOR GALVANIZED SHEETS REMAINS BRISK

Toronto.

The firmness of the sheet market has not been disturbed by the slackening in demand for black sheets, as galvanized products continue as strong as ever. While fresh demands are not in the same volume as during past weeks, yet the mills report that their production is booked for weeks ahead and find themselves unable to accept additional tonnage beyond a certain point. Local quotations remain firm at the higher levels recently announced, with some distributors claiming that the $5.00 base on black sheets is the ruling price, while others admit that this is shaded a few cents on any large consignment. Small buyers, however, find $5.00 the ruling quotation. The threat of a railroad strike in the United States has not entered very strongly into the calculations of steel producers and consumers as yet, but should the present situation continue, it will undoubtedly receive due consideration. It is generally recognized that such an event would tend to even further delay deliveries from southern quarters. At the present time, however, developments in the coal strike absorb chief interest in the steel industry, speculation as to its duration now being noted as stocks of coal in producing areas are described as low. Average local current price levels follow:

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10
16 gauge	4 15

BLACK SHEETS—

18-20 gauge	4 60	4 80
22-24 gauge	4 65	4 85
26 gauge	4 70	4 90
28 gauge	4 80	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75

	Premier and Apollo
10¾ oz.	6 40
U. S. 28 base	6 00
U. S. 26 base	5 70
22 and 24	5 55
18 and 20	5 40
16	5 25
12 and 14	5 10

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

POSSIBLE ADVANCE IN FURNACE COSTS RUMORED

Toronto.

Certain rumors have recently been in evidence regarding advanced prices on furnaces for the Fall and Winter trade. While no authentic confirmation or denial of such a change has been received yet it is noticeable that the general tendency in all metal goods has been to increase prices, and with the cost of pig iron, and sheets and plates recording two or three advances, a similar development in furnace quotations would not be surprising, according to opinions espressed on the subject to Hardware and Metal. A local furnace manufacturer stated that nothing definite in this respect has been decided upon, although it was pointed out that certain raw material costs were now on a higher level than formerly. The natural outcome of this situation was to create firm market conditions for future trade.

Higher Prices Effective On Bolts And Nuts

Issuing of New Discount Sheet Shows Revised Quotations All Through the List—Average Advance Ten Per Cent.—Change Reflects Recent Gains in Steel Industry and Accords With Developments in Manufactured Products of this Class

As OUTLINED in a recent market report appearing in Hardware and Metal, higher prices are now recorded on bolts and nuts through the announcement of a revised discount list, The tendency in this upward direction was observed many weeks ago and an advance in price of this nature was also predicted in these columns. This change reflects the trend of the primary steel markets, and is in line with recent price developments appearing on practically all manufactured steel products, this being one of the results of the coal strike combined with the strength generally apparent throughout the steel industry.

All carriage and machine bolts are affected by this latest price change, the new quotations being effective from June 22, thus automatically cancelling the previous discount sheet issued under date of January 3, 1922. The increase amounts to approximately ten per cent. on the various products in this class all through the list. Thus similar changes are recorded on stove bolts, tire bolts, coach or lag screws, plow and other miscellaneous types of bolts.

Square and hexagon nuts, under two inches in size, including both blank and tapped, also register a corresponding advance. The new discount list follows:

BOLTS AND NUTS—

Discounts apply to standard list. Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths 30 per cent.

Carriage Bolts ($1 list, 7-16 in. dia., and larger, 40 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller, longer lengths, 35 per cent.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.)

Sleigh shoe bolts, all sizes, 25 per cent.

Coach or lag screws, 45 per cent. Bolt ends, 35 per cent.

Square head blank bolts, 35 per cent.

Plow bolts, 1, 2, 3, head 30 per cent.

Plow bolts, all other numbers, (List, plus 20 per cent.

Elevator bolts, large head, 25 per cent.

Elevator bolts, corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts, ($3 list), 25 per cent.

Step bolts, large head ($3 list), 25 per cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 70 per cent.

Nuts, 2 in. and smaller, square, blank off net list, $1.00.

Nuts, 2 in., and smaller, square, tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon, blank off net list, $0.50.

Nuts, 2 in. and smaller, hexagon—tapped, net list.

HIGHER PRICES APPEAR ON ALL CHALK LINES

Toronto.

An advance of aproximately fifteen per cent. has been made in quotations covering all chalk lines and similar cotton goods, such as lawn tennis nets. This trend reflects the recent rise in raw cotton markets, a development noted last week when cotton cordage lines were advanced.

LOWER PRICES ON SOME GRADES OF MOTOR OILS

Toronto.

A reduction has been announced in current list prices on Gargoyle Mobiloil, both "B" and "B B" grades being reduced to $1.55 per gallon, a decline of fifteen cents. "A", "E" and Arctic grades remain unchanged in price, with the former discount of 25 per cent. still in effect.

SIGNS OF DEPRESSION IN SCRAP MATERIALS

Toronto.

In sympathy with the general downward tendency, the local scrap markets have shown signs of depression, with a consequent decline in price. Copper wire is weak and unsettled, and producers are more inclined to accept market quotations than was the case a week ago. Dealers, on the other hand, seem to think that the depression is not likely to last, and prefer to hold stocks. Red brass also is weak, with prices down from a quarter to half a cent per pound.

Pig iron has shown some strength during the past week, but this condition is thought to be the result of the coal strike, and the uncertainty that exists as to when it will be settled.

The following are usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 50	11 50
Light copper	9 00	9 50
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 25
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50

DOWNWARD SWING OF PENDULUM IN INGOTS

Toronto.

Slight recessions in price have been generally evident on ingot metals in primary market centres, but little variation is recorded locally. The tone of practically all non-ferrous metals is slightly weaker, a re-action having been recorded from the improvement of recent weeks. This condition is described in some quarters as merely another swing in the pendulum, it having been noted that any attempt towards betterment has usually been followed with a natural recession in both interest and price levels.

COPPER.—The copper market is marking time, a recession in consumer interest now being apparent in both primary and domestic centres. Prices on American and European quarters receded from the higher asking levels recently announced, but no variation was recorded locally. The situation was summed up briefly in the following phases: Europe has no money, but needs copper. The U. S. keeps copper supplies as they offer no credit. Result, dullness all around. Local quotations remain at 17 cents.

TIN.—A fair demand is evident for tin, but buying is stated to be in small quantities. Dealings in primary tin markets have also been extremely quiet, and little change in the situation is looked for owing to the fact that consumers are reported fairly well covered for immediate requirements. The price of 31 cents continues on the local market.

LEAD.—Lead has re-acted from the firm position noted in recent weeks, this being due to the fact that the demand was unable to keep pace with the offerings. It is described as the natural swing of the pendulum, but although the markets are dull, prices are being fairly well maintained under the circumstances. Local levels unchanged at $7.00.

SPELTER.—This metal is in fair demand at present, but commitments are mostly in small lots. However, local prices are unchanged at $7.25, with producers not very active at present.

ANTIMONY.—Locally, antimony remains dull, with corresponding reports from primary centres recording the market as quiet without feature. Domestic quotations remain at 6½ to 7 cents.

ALUMINUM.—This market is also quiet locally, and while some slight improvement was recorded on southern circles due to the call for aluminum from the automobile trades, conditions are again quiet. Prices locally, continue to hover between 20 and 21 cents.

London Markets

LONDON, June 29.—Several important price revisions have been announced, the premier development being the unusual rise in turpentine quotations. Higher levels are also recorded on carriage and machine bolts and nuts, as well as tire, stove and miscellaneous bolts. Small iron rivets and burrs, linseed oil, and dry arsenate of lead, are other products recording increased prices Reductions are evident on certain grades of rim locks and tin lanterns. Collections are reported good, and current business in this district is very fair. A steady sale is being experienced in seasonal lines.

ANOTHER BIG JUMP IN TURPENTINE PRICE

London, Ont.

Another large increase has been announced this week on turpentine, prices locally being thirty cents per gallon higher than the quotation previously recorded. This unexpected advance reflects the unusual conditions now apparent in this industry, prices at producing centres recording sudden jumps owing to scarcity and a brisk demand. New price levels follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 90
2 to 4 bbl. lots	1 89
5 gal. lots	2 05

LINSEED OIL SHOWS FIVE CENT ADVANCE

London, Ont.

Linseed oil prices recorded another five cent increase during the week, local quotations reflecting the rise in flax seed markets. Revised quotations are as follows:

LINSEED OIL	Raw	Boiled
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

HIGHER PRICE LEVELS ON BOLTS AND NUTS

London, Ont.

Through the issuing of a new discount sheet, quotations on carriage and machine bolts and nuts are advanced approximately ten per cent. all through the list. The revised quotations on these products are included elsewhere in this section.

STOVE BOLTS RECORD ADVANCE IN PRICE

London, Ont.

In conjunction with similar advanced prices on bolt products generally, a corresponding increase has been announced on stove bolts. The revised discount level is 70 per cent.

QUOTATION ON TIRE BOLTS AT INCREASED LEVEL

London, Ont.

Tire bolts are now approximately five per cent. higher in price through a revision in the discount. The new quotation is list less 50 per cent. compared with the previous level of 52½ per cent.

ADVANCED QUOTATIONS ON RIVETS AND BURRS

London, Ont.

Iron rivets and burrs have also been advanced in price, the revision in discounts amounting to an increase of around ten per cent. Quotations are now at list less 47½ per cent. with the usual extras.

NEW NET RIVET PRICES ON ASSORTED PACKAGES

London, Ont.

Following are new net prices on five lb. packages coppered rivets and burrs assorted, figured at the discount level of 47½ per cent. off list.

RIVETS AND BURRS—

No. 8, x ½ lb., assorted, $1.16 per pkt. No. 8, x ¼. lb., assorted, $1.26 per pkt. No. 10, x ½ lb., assorted, $1.24 per pkt.

THREE CENT ADVANCE IN DRY ARSENATE OF LEAD

London, Ont.

Owing to the shortage of Paris green, an increased demand for dry arsenate of lead has been experienced, with the result that some distributors have taken advantage of this situation and increased their quotations three cents per lb. all through the list. These higher prices follow:

DRY ARSENATE OF LEAD—	
In ½ lb. pkts., per lb.	0 35
In 1 lb. pkts.	0 33
In 5 lb. tins	0 32
In 10 lb. tins	0 31
In 25 lb. drums	0 28
In 50 lb. drums	0 27
In 100 lb. barrels	0 25

REDUCED PRICE ON LOWER GRADE RIM LOCKS

London, Ont.

The easier-priced class of rim locks now register a reduction in price of fifty cents, the cast grade being quoted at $3.00 per dozen.

TIN LANTERN PRICES CONSIDERABLY REDUCED

London, Ont.

New prices recently announced show a considerable reduction on tin lanterns for present and fall delivery. Following are revised levels on these products:

LANTERNS—

Tin Lanterns, short or long pattern, $9.00 doz. Reflector Lanterns, No. 25, $12.50 doz. Copper well lanterns, with japanned canopy, $12.00 doz. Copper well lanterns, with plain canopy, $10.80 doz. Packing charges extra.

BRISK CALL EVIDENT FOR PARIS GREEN

London, Ont.

While there is a good demand for Paris green, and stocks are reported very low in some quarters, no general change has been announced in local prices. Owing to the scarcity it is reported that an advance of two cents per lb. has been made effective on certain markets but the following quotations remain in effect.

Winnipeg Markets

WINNIPEG, June 29.—Several developments have been recorded on the current hardware markets, the general price trend being in an upward direction. Practically all cotton cordage lines reflect the recent advances in raw cotton markets, while turpentine also takes a sudden rise, quotations being fifteen cents per gallon higher, with strong possibilities of further increases. Reports covering trade conditions are generally more optimistic, seasonal lines moving in fair volume.

TURPENTINE SCARCE WITH SUDDEN PRICE ADVANCE

Winnipeg.

After recording a decline of five cents per gallon, turpentine prices suddenly jumped to the extent of fifteen cents thus bringing local quotations from $1.50 to $1.65 per imperial gallon in one barrel lots. This level is extremely firm, with strong posibilities of still further advances being tabulated in the near future owing to the scarcity of this product, both on domestic and southern producing centres.

COTTON PRODUCTS SHOW UPWARD PRICE TREND

Winnipeg.

Owing to the recent increases tabulated on the raw cotton markets, local prices on awning cord now register a ten per cent. advance. A rise to similar higher levels also appears on sash cord, cotton clothes lines and sisal line cord.

GOOD CALL EVIDENT FOR PAINT PRODUCTS

Winnipeg.

The season's demand for paint products has been good in all lines, and fully in keeping with the records of previous years. There has been no changes announced in prices, prevailing quotations being steady .

COTTON ROPE PRICES ALSO SHOW INCREASE

Winnipeg.

Quotations on cotton rope have also been advanced three cents per lb., but the current demand for this product is not described as heavy. Following are new prices; size, 3/16 ins., $0.50 per lb: ¼ inch and up, $0.48 per lb.

THREE CENT ADVANCE IN COTTON TWINE

Winnipeg.

Cotton twine prices have been advanced three cents per lb., owing to the recent developments in the raw cotton markets. The new levels are described as firm, with some possibility of further advances also being suggested. Following are the revised quotations:

COTTON TWINE—

Three ply cones, $0.51; three ply balls, $0.55; Four ply cones, $0.53; Four ply balls, $0.54.

GOOD BOOKINGS NOTED IN WINDOW GLASS

Winnipeg.

There has been no radical changes announced in the window glass markets, although an easier tendency has been recorded in some quarters. Bookings for fall have come in very fair quantities, which indicate a general revival of building activity throughout the West.

Hamilton Markets

HAMILTON, June 29—Prevailing hardware trade is good. The steady improvement that has been noted from time to time continues, and the volume of business is now such that some of the jobbing houses are compelled to employ shipping and order departments overtime in order to get out merchandise. Retailers now seem to have confidence in the market and in the stability of prices and are ordering goods in larger lots than for some time past. A moderate volume of business is being booked in seasonable goods for fall delivery. For the first time this year the money value of sales is beginning to run ahead of the same period last year. Considering that prices have been reduced all the way from 10 to 50 per cent. this means that the amount of merchandise which has been shipped this year is considerably in excess of last year.

Hardware prices continue to undergo wide fluctuation thus rendering very necessary a close study of the market items from week to week. Following upon the prolonged period of hand to mouth buyings, with restricted stocks in the hands of distributors and many industries working at greatly reduced output, has come another stage in the period of readjustment which is a decidedly difficult one for retailers. Prices to-day are moving in both directions. This condition reflects a two-fold cause. On the one hand is the movement in primary markets and raw materials, and on the other is noted the development of keen competition in trade circles.

The strength of the steel industry is being reflected in advancing prices on various finished steel lines. The question of delivery still dominates the sheet markets, the demand for galvanized being strong, but the call for black sheets is quieter with base prices varying. Canada plate prices are considerably easier, this gradual trend being attributed to competition from Welsh plate mills. Simultaneously, the bar product trade is reported coming in flurries, every few days being a period to be judged by itself. Prices continue firm, however, with some warehouses looking for further advances in the near future if the present volume of trade is maintained. July and August, however, are usually dull periods in this industry. Trade in scrap materials is less promising, and recent higher quotations remain in effect. The tone in ingot metals has shown no appreciable change, the general attitude being somewhat quieter. Bright reports continue to come to hand from wholesale houses, while current trade in retail circles is generally described as of a satisfactory nature.

It has been no secret that a part, and probably a considerable part, of the strength of the steel market in the past few months has been due to the coal strike making buyers of steel fearful that they might not secure all the deliveries they would need. The record of production to date, and the continuance of a high rate of output now, suggest that there is no occasion for uneasiness on this score. Steel prices are very strong at base rates, while there is reported to be some paying of premiums to secure early delivery.

Another significant feature about the present trend of conditions in the hardware market is the almost unanimous expression of opinion on the part of jobbers throughout this district that collections have materially improved during the past few weeks. Seasonable goods of all kinds are in active demand and a good consistent interest is being maintained for staples generally. The attitude of the retail trade is regarded by observers as showing more encouragement now than at any time since the period of deflation started.

Pittsburg Markets

PITTSBURG, June 29—Production of steel continues at a rate of about 39,000,000, gross tons per year, against rates of about 35,000,000 tons on April 1, when the coal strike started, and 20,000,000 tons last December. While production is almost stationary, the trend is upwards rather than downwards, a very significant thing, seeing that the coal strike has now lasted almost three months and the steel industry can still function. Indeed, one observes no signs of uneasiness among steel manufacturers as to their ability to continue operating and complete their orders, even though they are on the whole, pretty well booked up for the next couple of months or more.

The strike at the union coal mines had been fully expected for many months, while the non-union strikes, in the Connellsville and other districts, were unexpected. Hence if there were any restriction of production on account of the strikes in general, it should be

(Continued on page 54)

Sells House Paint by Covering Capacity

Decision to Quit Letting Customers Hunt out the Paint Department, and go After Them Aggressively for Business Had Big Results—House Paint Prospects Can be Developed Along Specific Lines—Figure Cost Per Square Yard—Keep Photos of Jobs Done

A WESTERN hardware merchant who has been very succesful in developing sales of house paint recently told Hardware and Metal that his success has been due to a realization of the fact that business could not be developed by letting customers hunt out the department for themselves, but by going actively after them and letting them know where their paint needs could best be taken care of. Once introduced to the paint department all effort was then concentrated on having them continue to regard it as headquarters for paint. Possibilities for sales of house paint are great and as this plan applies probably more so to this line than others the details of how it has worked out will be quoted fully. This merchant's advice on conducting a department in this manner is dealt with herein. He says:—

A complete paint department is necessary, not a side line proposition. Put a man in charge who knows paint and how to sell it, which also means how to instruct people on its application and directions for use. Repeat customers must come from a service of this kind.

Note Shabby Houses

House paint-sales cannot be developed by waiting for them to come into the store. Prospects must be sought out. Houses that look shabby must be noted and their owners called on. Often the owners do not realize the loss on their investments by lack of paint, or the enhancement that is possible by the right use of the right paint. This is a selling opportunity and duty that the live paint dealer will not neglect nor pass up.

Farm and town prospects must be called on. Certain days should be devoted to that kind of work and many dealers have found it pays to have outside men calling on farm after farm, street after street, ringing door bells. In this way the surface can be sized up right there and it forms the basis for a good selling talk, founded on neecssity and economy.

People must be brought into your store. There is no better way than through a Saturday paint demonstration. Feature a leader and send out handbills, coupons, letters and newspaper ads. Trim the windows with real sales ideas. Show a miniature house well painted. Show a pile of paint cans so much money would buy a year ago. Show how many more cans the same amount will buy to-day, in another pile. Ideas like this will stop people and bring them in. Show cards help make an effective window.

At your demonstration, have a trained representative from the factory on hand. Let him get things ready and prepare the way with letters and other plans on schedule. The salespeople must be trained and prepared with the right selling arguments. Put a sales estimate on them and on the store those days. Give house paint a chance.

Demonstrations

Have this expert demonstrating the paint by actually painting it out on wood strips or panels or siding. Let him have competitive mail order paints to demonstrate against, with a pair of scales handy. Let the people do some painting themselves and get the "feel" of the brush. Let them see how much space a brushful will cover under actual painting conditions.

Have plenty of color cards and be prepared to suggest correct color schemes. Let the people ask questions. Educate them to paint. Have some painters on hand, too, and ask the farmers. You will find these paint days highly profitable.

Keep up steady property owner promoting by means of strong, well-written letters. Mailing cards and literature help to do this. Follow these names and letters up with personal calls. Be sure your list is well selected and not too big or too general. One dealer sends letters to every house number where the property needs painting, and he gets results.

Use the newspapers. Big space is not necessary except on the Friday before a Saturday demonstration. Friday is the best day to advertise, as a rule, where there is a daily paper. Saturday then proves to be a big sales day.

Make your windows and counters serve. Display the house paint up front.

Get the painters using and boosting. Send them jobs when you have a chance.

Advertise distinctly so people will think of you when they need paint.

Follow Lumber Wagons

Follow the lumber wagons. Follow building permits. Follow repair jobs. Follow spring house cleaning signs. Identify yourself with local clubs and organizations. Make yourself known as The Paint Man. Then deliver the goods, and your success is certain.

Many house paint sales are lost because someone blurts out the price of a

(Continued on Page 54)

HOW TO SELL HOUSE PAINT

Demonstrate
Call on Home Owners and Farmers
Know the ingredients and why they are there
Sell covering capacity and life
Sell by the square foot or square yard
Estimate quantities
Suggest color schemes
Submit directions for use, priming, thinning, applying, number coats, etc.
Back up the goods and your promises
Study your competition and beat it
Train your clerks to sell
Hold paint demonstrations
Be a live advertiser
Have a personality in your store
Have a paint department
Have a Paint Department Head
Make your store Paint Headquarters

"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

RAMSAY'S MARINE PAINTS

Are you handling these popular summer products? If not, do not delay further, but get in touch with us immediately and we will show you how to "land" the majority of this class of trade in your locality.

You will be amazed at the quick turnover and handsome profits derived from stocking "RAMSAY'S PRODUCTS."

A. RAMSAY & SON CO.

Makers of Property Preserving Paints and Varnishes for 80 years

MONTREAL

TORONTO
49 Colborne St.

WINNIPEG
123 Bannatyne St.

VANCOUVER
167 Pender St.

Edmonton Distributors:
Revillon Wholesale Limited
Edmonton

Nova Scotia Distributors:
James Simmonds, Limited,
Halifax, N. S.

Calgary Distributors:
The McDonald-Baker Co.,
818 8th, Ave., W., Calgary

Regina Distributors:
Wood, Vallance, Ltd.,
Regina, Sask.

If interested tear out this page and place with letters to be answered

Biggest Price Boost In Turpentine History

New High Price Levels Reached for Present Season as Result of Thirty-five Cents Per Gallon Increase This Week and Five Cent Increase Last Week—Many Factors Involved

THE BIGGEST single price increase in the history of the turpentine markets has been announced in southern producing centres, thus placing both primary and domestic quotations at new high price levels for the present season. This recently established record shows some variation between domestic distributing points, and also exhibits a slight range in the different prices registered by individual distributors. The general advance in quotations, however, since last week has been in the neighborhood of 35 cents per gallon, this being made up of two separate increases of twenty-five and ten cents respectively, following closely within a couple of days.

Such a development, coming on top of the many recent price increases on this product occasioned a good deal of surprise in many consuming channels, and in some quarters the health of the prevailing situation is questioned, in spite of apparent strength in producing fields. It is noted, however, that current offerings are relatively small, and this is suggested as a speculative element scheduled at a time when a brisk uniform demand for turpentine is evident.

Chief reasons for the extraordinary advance are found in recent market reports indicating a scarcity of the product owing to lack of stocks on practically all sides, combined with a brisk seasonal call being experienced for turpentine both from domestic consumers as well as European sources. Distributors state that the volume of consumption is in fair proportion to previous records covering this period of the year, but that adequate supplies to keep demands satisfied cannot be procured from Savannah and other producing fields, because the sales have generally been in excess of the fresh receipts during recent months.

Very little turpentine was held when the new crop commenced, and with tanked supplies at a dangerously low ebb came the inclement weather which somewhat delayed the flow from the woods. This situation, coupled with the unexpected call from London, finds current supplies of this product at a premium and producers are naturally taking full advantage of these circumstances.

Reports last week from the south indicated that there was not sufficient barrels of turpentine on hand at that time, to make one decent cargo for export to London, and with the call for that shipment materializing, supplies have been almost exhausted and the trend of quotations reveals a runaway market. The fact that prices have been rising during recent weeks and that distributors and consumers are alike surprised at the present trend of events, indicates a development of an unusual nature. Domestic sources point out that quotations are merely a reflection of the remarkable increases announced by producers, a condition which is directly opposite to the feeling evident in the trade a few weeks ago that prices would most likely register a recession in the near future when the fresh season's crop arrives in larger volume. Demands, however, are apparently taking all offerings, and the season is now so well advanced that fears of a universal shortage of turpentine are being freely expressed in some quarters.

SELLS HOUSE PAINT BY COVERING CAPACITY

(Continued from Page 52)

gallon before finding out anything about the customer's wants. The price per gallon may sound high, and the sale is lost, but another store may turn that same person into a profitable purchaser and get the same gallon price, simply by handling him differently.

Sell Covering Capacity

Find out the surface to be painted, the kind of house, approximate dimensions, or go with the prospect to the house if you can. Give him some real information about the covering capacity of a gallon, and figure out a little diagram on a piece of paper for him. Then give him an idea of the color combination. Get him interested from that angle. Have some color combinations handy for different types of homes, so he can visualize how his place will look. Enthuse him over the way his home will look.

After he is well sold on the fact that he wants to paint and likes certain colors, and insists on knowing and talking cost, then find out what condition the surface is in, so you can intelligently recommend the proper procedure, the right number of coats, right priming treatment, etc. This gives you a chance to talk preservation and protection, two mighty important arguments to strengthen the appearance of enthusiasm.

When you get this worked out, you can show him and tell him that you can furnish him the house paint (mention the name of the brand and a few strong points) for so much per square foot or square yard. It will not stagger him and will probably work out at 2½c., 3c., or somewhere near that figure, depending on the quality and covering capacity of the paint you sell.

Then figure it out in total according to the number of gallons of body color, trim, porches, oil, turps, etc., and the chances are he will not argue cost, but will be well and satisfactorily sold. If he reverts to the cost of a gallon, you can then demonstrate to him that per square foot of covering, your paint is mighty reasonable and the gallon is worth what you ask because it covers what you claim for it.

Recommend and work with good painters, but if a party wants to do the work himself, use particular pains to see that he is well informed with literature, color cards and directions.

If your prospect is a lead and oil admirer, try to sell him prepared paint, because if you handle the right line, he will get a good job and you will make a better transaction for yourself. Lead and oil are all right and should be handled and sold, but there is a wide demand for prepared goods of well-known makes. Their sale enables you to build up steady customers on shelf goods and other products of the same brand, whereas the lead is more or less staple and does not offer the variety of merchandising possibilities. The dealer must size up his prospect, and not lose him—that is the main point. Prepared paint has the advantage of convenience, uniformity and machine mixing.

The scales often enable you to show up your paint favorably. If it weighs more, it's usually worth more.

Panels and boards painted out, help to convince as to gloss, covering, color and other points about your goods.

Photos of homes painted with your paints help to convince; also a list of satisfied property owners. Keep dates when painted, and use the information as a sales help.

Some of the strong sales points of a good house paint are: (1) Name, label, reputation; (2) quality—ingredients, formula; (3) weight per gallon; (4) covering capacity; (5) spreading power; (6) economy or cost per job or year; (7) ease of application; (8) durability or wear; (9) satisfaction to local users.

PITTSBURG MARKETS

(Continued from page 51)

looked for among consumers who were depending on non-union production, as the consumers of union coal knew perfectly well that their supplies were going to be shut off and that they must have stocks. There was, in fact, much stocking. Now the Carnegie Steel Co. normally operates its blast furnaces almost exclusively on Connellsville coke and by-product coke made from Connellsville coal, hence its experience is crucial. The Carnegie company has just blown in a third blast furnace at the Farrell works, furnishing the steel department enough pig iron to operate in full. This makes 38 Carnegie furnaces in blast, against 35 at the middle of May and 34 on April 1, when the coal strike started. Of course unusual expedients have been resorted to in accomplishing these results.

Barrett Roofings, Cements Industrial Paints etc.

Powerful Advertising for Quality Products

THROUGH 1922 all over Canada —millions of advertisements will point out the economy, the reliability, the superiority of Barrett Roofings, Cements and Specialties.

Such a powerful sales-making force is bound to bring new customers to Barrett dealers everywhere.

But that's only half the story. Barrett Roofings and Specialties stand head and shoulders above any similar goods—once a man buys them he buys again and again. For Barrett customers are always satisfied customers.

The biggest profits are made by dealers who carry a complete stock of Barrett goods. *You* should have every one of these popular, fast-selling products on hand.

Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Everjet Elastic Carbon Paint
Everlastic Multi-Shingles
Liquid Elastigum
Creonoid Fly Oil and Lice Destroyer

Order your stock now. If you haven't received a copy of our latest Price List drop us a line. We'll mail it without delay.

The Barrett Company LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.
WINNIPEG
VANCOUVER
HALIFAX, N. S.

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Weekly Paint Markets

Montreal

MONTREAL, June 29.—Turpentine again features the paint markets, and this product has now reached a price level from thirty-five to fifty cents per gallon higher than one week ago. Although the undertone of the market has been very strong in recent weeks owing to unusual demand and small offerings in the South, the present rapid rise was least expected, and the health of the market is thought questionable by many. Quotations locally now vary to the extent of fifteen cents per gallon because of available stocks and prospects of further supplies. There is also a variation among the local distributors of linseed oil although in most quarters the quotation of last week is unchanged. The undertone of flaxseed continues firm, but in the past few days fluctuations have occurred and at the moment a slightly easier tendency is apparent. This is considered a temporary condition, and those well informed state that a steady to firm condition will in all probability continue in linseed oil during the remainder of the present season. There is still a fair amount of activity in paint manufacturing circles, although the end of the present month is expected to bring a slackening for the ensuing summer months. White lead booking dates have not been altered as yet, but it is expected that these will be extended until September 1st within the next few days.

RUNAWAY MARKET ON TURPENTINE

Montreal.

The local turpentine market can now be described as running away, quotations advancing from $1.48 one week ago to the present level of from $1.83 to $2.00. There is now a distinct variation in quotations among distributors, doubtless governed by stocks on hand and prospects of further arrivals from the South. Some firms report fair supplies on hand while others have very little available. The movement of turpentine has slackened to an extent; the season advancing, higher prices; and the gradual replenishing of stocks in the past few weeks being factors given as responsible for this.

Southern reports indicate that with continued small offerings and a gold demand from domestic buyers, also an active interest on the part of foreign interests, the market is in a very strong position. It is pointed out that if demand continues at its present ratio further advances may be expected, but the gain has been so rapid that many now question the health of the market. Following are only nominal quotations.

TURPENTINE—	Imp. Gal.
1 barrel lots	1 83 to 2 00
2 to 4 barrel lots per gal.	1 82 to 1 99
Broken lots	1 93 to 2 10

STEADY TONE IN LINSEED MARKETS

Montreal.

As in the case of its allied product, linseed oil quotations also show a variation on the local market. The following price levels are given by most distributors, but a quotation of 6 cents is quoted. The seed market remains firm, although slight fluctuations have occurred during the past few days and a slightly easier tendency prevails at the moment. This, however, is considered as only temporary, underlying factors still having a strong grip on the market. Just what action will be taken to bring local prices to a more uniform basis is hard to determine, but it would appear to largely depend on the trend of the flaxseed market within the next few days. There has been quite a heavy buying movement for oil during the week, and this condition, with local seed supplies still at a comparatively low level, maintains a firm attitude in the present situation.

LINSEED OIL—		
1 to 2 barrel lots, per gal.....	1 13	1 15
5 to 8 barrel lots, per gal.....	1 11	1 13

Less barrels, add 10 cents per gallon.

EXTENDED WHITE LEAD BOOKING DATE EXPECTED

Montreal.

There still remains a firm undertone in white lead in oil owing to the continued strength of lead and linseed oil. The unsettlement, however, in the local market during the present season will in all probability offset any tendency toward higher prices for the remainder of the season, according to local corroders The booking dates remain until June 30th, but it is expected that this will be extended until September 1st, within the very near future.

LOCAL WINDOW GLASS QUOTATIONS UNCHANGED

Montreal.

Current quotations on window glass locally remain unchanged, a discount of fifteen per cent. being quoted off the $6.00 list for ordinary business, with a further slightly lower quotation given for quantity buying. The Belgian market continues to govern the local market to a great extent, and arrival from this source, where the situation is by no means firm, is maintaining a more or less unsettled feeling locally. Competition is still very keen, although prevailing price levels are said to offer very little margin for distributors. There is a fair buying movement for building requirements in the city, but demand from outsde districts is only of moderate proportions.

Toronto

TORONTO, June 29.—The sensation of the paint markets this week is the sudden and somewhat unexpected jump in turpentine prices, a further advance of thirty-five cents per gallon from the higher level noted in last week's market, having been recorded locally. This exceptional increase reflects the trend of quotations in southern producing centres where costs have risen around forty cents per gallon within a few days, owing to the brisk call for turpentine from domestic and European consuming channels, combined with low stocks and small offerings. The movement of the new crop is smaller in volume than expected, while the demand from London injected a premium value on supplies, a situation of which producers have evidently taken full advantage.

Another upward movement in price is recorded on linseed oil, many distributors quoting a rise of ten cents per gallon, while prices a few cents below these new higher levels are still obtainable in some cases. This movement is described as dependent upon the trend of flax seed, some fluctuations having occurred in this market. Other paint products remain unchanged in price, with a brisk call for ready-mixed paints and kindred lines generally in evidence. No new development has been recorded in the glass markets, but the tone is slightly easier due to the discount offerings in certain eastern quarters, combined with rumors of special shading for attractive glass orders on the local centres. White lead in oil remains firm, while it is expected that some extension in the booking date will be shortly announced.

SUDDEN TURPENTINE RISE SETS SEASON'S RECORD

Toronto.

Another rapid advance of thirty-five cents per gallon supplies the surprise of the turpentine markets and places present quotations at a new high record for the season. Local prices are gener-

(Continued on page 58)

PILKINGTON
BROTHERS ~ LIMITED

Two tests of service

The exceptionally large contract and the smallest of single orders are two tests of service which our organization is equipped to meet with complete satisfaction to you.

We supply everything you want in glass—British standards of quality.

THE COURT HOUSE, VANCOUVER
Glass supplied and glazed by Pilkington

ARCHITECT: F. M. Rattenbury

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DEPOTS
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Canadian Central Office: St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

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TORONTO PAINT MARKETS

(Continued from page 56)

ally around the $2.00 level, which constitutes a remarkable advance from the prices noted a few weeks ago. However, a variation exists between quotations of the different distributors, a situation which is not surprising in view of the run-a-way market. Another startling element noted in connection with the prevailing trend of prices on this product is that several weeks ago, practically all sources of the trade were looking for a recession to occur within the following weeks when the new crop came on the market in larger volume. Fresh receipts however, have been in such demand, that stocks have become almost depleted, both on domestic and primary centres. However, there are of course, some who question the health of the markets at the recent jump in prices, whatever the cause or however urgent the situation. Recent reports from producing centres indicates that a brisk demand has been experienced from London and other European quarters, with the result that supplies are at a premium and producers are taking advantage of this fact accordingly. Local distributors point out that the increases this week are a direct reflection of the trend in the south, a development which is uniform on practically all distributing centres. The rising prices quoted at London, where turpentine is extremely scarce, also sets a precedent and reacts in quotations on this side. Following are local prices with a range indicating the spread between distributors; a gap which it is claimed may be closed up in the near future:

TURPENTINE—	Imp. gal.
1 barrel lots	1 90 2 00
2 to 4 barrel lots	1 89 1 99
5 gallon lots	2 05 2 15

Less than one barrel lots—15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

LINSEED OIL PRICES REGISTER ANOTHER RISE

Toronto.

Linseed oil also provides a special attraction this week, but not in comparison with the sensation in turpentine markets. Oil prices are advanced all along the line, but the extent of such a rise is not uniform and quotations now show a range of around five cents per gallon between the various local distributors. The increase in some quarters is ten cents per gallon, and it is stated that this higher level will most likely become more general in the near future if the flax seed markets maintain any degree of strength. The undertone of seed has been fairly firm, but some fluctuations continue in evidence. Such recessions, however, are being looked upon as temporary, and steady quotations on oil are outlined in several quarters. The movement of linseed is described as moderate, the general opinion being that consumers are pretty well covered for immediate requirements. Following are average current prices:

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 15—1 20	1 18—1 23
3 to 4 barrel lots	1 14—1 19	1 17—1 22
6 to 9 barrel lots	1 12—1 17	1 15—1 20

WEATHER CONDITIONS DELAY PAINTING IN CITY

Toronto

The storms and rain experienced during the last week or two has somewhat handicapped building activities in and around the city, with similar conditions more or less evident in country districts also. The painting trade has suffered somewhat in this respect, but in spite of the inclement factors, business in ready-mixed colors is described as surprisingly good, with improved weather conditions generally looked for in order to carry this momentum over the summer months. Prices show practically no change. A slight revision has been made in quotations on dry colors, certain lines being slightly higher and a few others offsetting this trend in the opposite direction. Other contributing cost elements are described as steady in price.

SHELLAC MARKET STILL IN UNSETTLED STATE

Toronto.

In view of recent arrivals of shellac reported at primary circles, the shellac market is now more or less nominal with a moderate demand in evidence. Unsettled conditions have been evident for some time, due to the uncertainty of fresh shipments, and while local stocks were of an average nature, no price developments were recorded. Current demand for shellac, however, is described as on the increase by domestic distributors, and the variation in reports from prevailing market conditions, and opinion has been expressed that stocks are none too large, combined with some advices from India indicating a short crop this season.

SHELLAC	White	Orange
In bbls	5 35	4 85
Gal. jugs	5 65	5 15

MODERATE TRADE IS RECORDED IN PUTTY

Toronto

Putty is naturally included among the paint products at present registering a seasonal movement. Distributors generally report that the demand for putty has been expanding during recent weeks, and the current tone is described as satisfactory. Quotations remain unchanged at the levels recorded at the opening of the season, which are locally as follows:

PUTTY—

Standard, per 100 lbs.	5-ton lots.	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70
1 lb. tins	11 70	12 20	12 45

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

SEASONAL TRADE NOTED IN BRUSH MARKETS

Toronto

A seasonal volume of trade in brushes is reported by manufacturers and distributors of the bristle products. Business this season is generally stated to compare very well with that recorded last year, and reports are mainly optimistic. No variations in price have yet been announced, and while some revision in brush quotations is more or less looked for in the near future, distributors state that no drastic changes are being contemplated, any developments which may occur in this direction being more in the nature of a general evening up in prices, rather than any applied reduction. It is pointed out that some classes of bristles are now slightly higher in price, and coupled with very little change in production and distribution costs, producers claim that conditions in the industry hardly warrant marked price developments.

DIFFICULTY OVER DUTY VALUATION COSTS

(Continued from page 43)

Strong support was given to the proposal by Mr. Simms, who spoke against the "inertia" of employers and urged them to capitalize sentiment in favor of the idea of works councils in the next decade.

F. W. Stewart, Chairman of the Quebec division, said in his report that labor relations in his province in the past year had been very satisfactory. The people of Canada were getting the best value obtainable in the work in their manufactures. Canadians must be educated from the idea that they were being charged the protective tariff rate in addition to the normal cost of their goods, he said.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

NEW DREW CATALOG

Catalog No. 35, issued by C. Drew & Co., Kingston, is now being distributed to the trade. This book contains full description of such manufactured hardware lines as ship treenail, set and boom augers, calking irons of various types, hawsing mallets, hawsing and reaming irons, different kinds of marlin spikes, coppering hammers, and punches, many different kinds of chisels and drills, a variety of model box scrapers, masons brick hammers, rivet and chain punches, together with freight and hay hooks. Each item is very carefully illustrated, with description and figures, also list number, style and manufacturers list price. The manufacturers point out that using the figure number as well as the name and size of each tool simplifies matters when ordering tools from this catalog.

CARTER'S GENUINE DRY RED LEAD

Keep Carter's Always in Stock

Your painter customers know and appreciate Carter's Genuine Dry Red Lead.

Mixed with pure Linseed Oil it is the best protection for steam pipes, metal work, etc.

Carter's is made from the highest grade of Canadian pig lead, highly oxidized and ground very fine.

Write us for prices on this and the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Avenue, Montreal

Order NOW
For Prompt Shipment
You Can Recommend
BANNER ASH SIFTER
Order from any Wholesale Hardware.
The Burrowes Mfg. Co.
Toronto

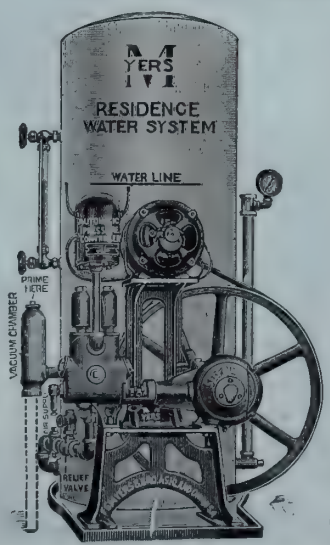
GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto a.. Vancouver

PNEUMATIC WATER SUPPLY SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep.



The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System Catalogue and prices. Now is the time to interest your customers.

The
STEEL TROUGH & MACHINE CO., Ltd.
Tweed, Ont., Canada

The Save the Surface

ARE YOU CASHING IN?

THE Save the Surface slogan was launched a little more than three years ago. Since then it has been reproduced millions of times and has become known to millions of people as a symbol of property preservation.

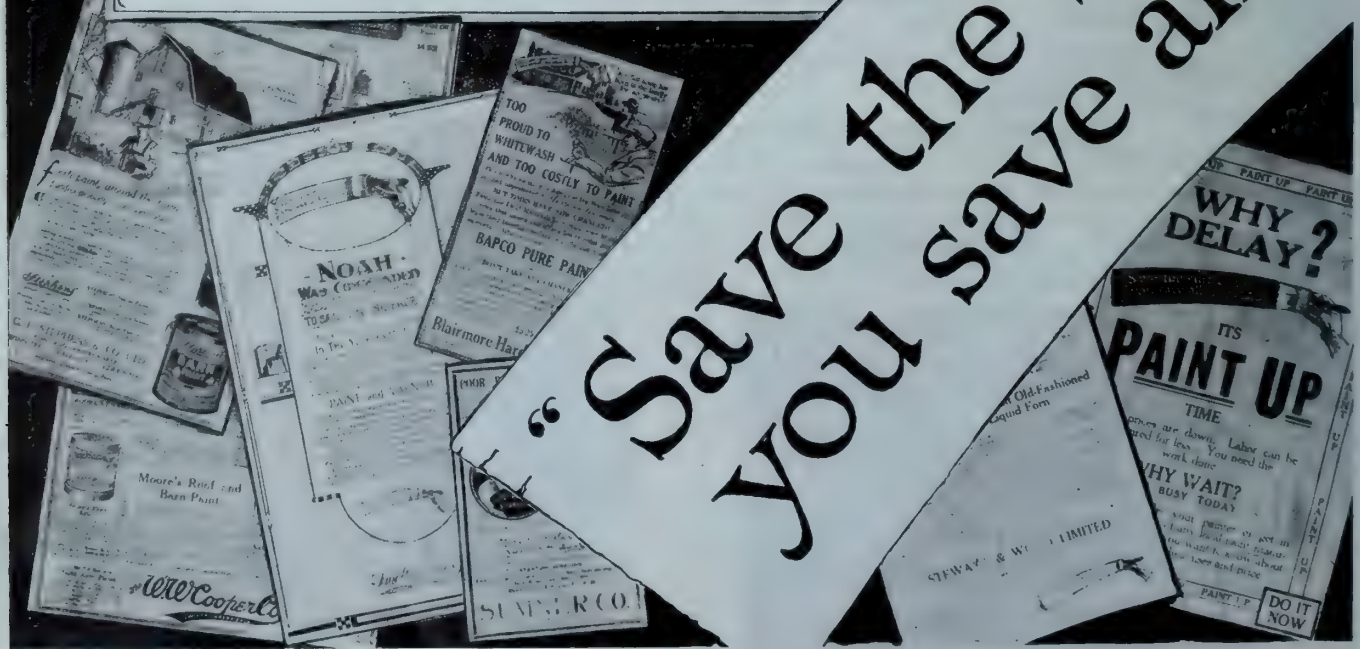
The Save the Surface slogan is used in all advertising of the Save the Surface Campaign, and in more and more of the advertising of manufacturers, jobbers, dealers and master painters. The great value of the slogan lies in the fact that it sells *the painting idea*—which must always precede every sale of paint or varnish. Don't forget that.

The slogan, although used extensively by many companies, is not their property any more than yours, Mr. Dealer. *It will be more theirs than yours if they use it and you don't.* Whether or not you are getting the full benefit of the Save the Surface Campaign depends a great deal on the extent to which the public associates this slogan with your store, your service and your products.

Adopt the policy of including the Save the Surface slogan in every piece of advertising copy. No space is too small—none is too large—for you to reap benefit every time this slogan is put to work *for you.* Today it is recognized as the greatest single selling force in the industry.

For electros of the Save the Surface slogan to use in your advertising and in your literature, address:

SAVE THE SURFACE CAMPAIGN
43 St. Sacrament St. Montreal



If interested tear out this page and place with letters to be answered

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	$10 70
BB Caps	.....	.....	7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	11 50
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt.	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross.	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metalic, list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bits, doz.	16 50	17 00

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

less than 12, each	0 50
12 or less than 50 each	0 45
50 or less than 125 each	0 43
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 inch

Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 each, each	37½

F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.80.

Canvas belting, 65 per cent. off.

F.O B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel,	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and longer lengths, 35 per cent.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, 1, 2, 3, head 30%.
Plow bolts all other numbers (net extra 20%).
Elevator bolts, large head, 25%.
Elevator bolts, corrugated heads 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller square.
Blank off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank off net list $0.50.
Nuts, 2 in., and smaller, hexagon —Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless.	
real	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.

Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

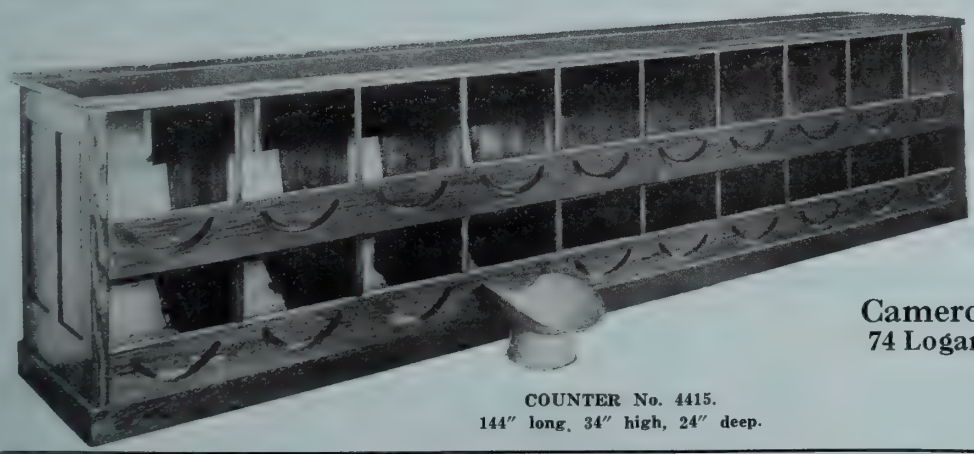
Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*



COUNTER No. 4415.
144″ long, 34″ high, 24″ deep.

The Handy Nail Bin Counter

that keeps your assortment readily accessible all the time.
It is fitted with galvanized metal lined bins.
The scoop as shown and a loader are supplied with counter.
The loader enables you to fill the bins without the usual spilling and undue exertion.

Cameron & Company
74 Logan Avenue
Toronto

Are You Ready?

NORTHLAND SKI

World's Largest Ski Manufacturers

This will be the biggest winter ever known in the sale of sporting goods.

Thousands will commence Skiing this winter-Better mail your order to-day.

NORTHLAND SKI MFG. CO. 23 Merriam Park, St. Paul, Minn.

Subscription price of HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.
7 inch ... 2 10
Cast, champion, 5 inch ... $1 42
6 inch ... 1 57

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10.
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths. ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60|5%
Globe ... 60|5%
Nicholson ... 40%
Black Diamond ... 40%
Delta Files ... 20%
Firth Files ... 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

Per cent.	Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish ... 1 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... $4 60

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over ... 15 00

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Atlas No. 0 ... 13 35
Do., No. 1 ... 13 80
Do., No. 2 ... 15 85
Stearns, 4 in. ... 12 80
Do., 5 in. ... 16 00
Perfect, No. 1 ... 10 50
Canada ... 13 25
Hatch ... 13 00
National ... 15 00
America ... 19 00
Great West ... 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $ 9 75
No. 2 ... 10 75

HATCHETS, LATH
No. 3 ... 10 00
No. 4 ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Discounts 25%-33%, according to quantity.
Majestic. 1 burner ... 11 00
Do., 2 burner ... 16 00
Discount 27½ %.
Universal ... 13 80
Discount 20 and 5%.
F.O.B. Toronto.

HINGES—Blind Doz. sets
Clark's No. 01 ... 1 92

HINGES. SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor No. [illegible] set ... [illegible]35
Reliance Door Springs, No. 270
Light, per doz. ... 2 50
Medium, per doz. ... 3 25
Heavy, per doz. ... 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25s. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... 21c per lb.
48 x 96 ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts polished, per set ... $ 1 65
Potts, nickel plated, per set 1 70
Potts handles, japd., grs. ... 16 50
Common. No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt .. 15 00
F.O.B. Montreal.

IRONS. ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES. HAY
Spear Point ... 15 00
Lightning ... 14 00
Heaths ... 14 00

LADDERS. ETC.

Step Ladders Per ft.
Standard ... $0 44
Household ... 0 33
Shelf Lock, 4 to 8 ft. only ... 0 28 0 30
Faultless. 4 to 8 ft. only ... 0 44
Do., 10, 12 and 14 ft. ... 0 49

Single and Fruit Picking
10 ft. to 16 ft. ... 0 26 0 28
18 ft. to 20 ft. ... 0 27 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders
20 to 32 ft. ... 0 30
36 to 40 ft. ... 0 33
44 feet, and over ... 0 36
Special quality, 20 to 40 ft. ... 0 45
Three section extension ... 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $ 9 00
Do., Japanned ... 12 75
Dash, plain ... 18 75
Do., Japd. ... 19 25
Do., Search (r'nd reflec). 15 55
Little Bobs ... 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... 1 35 doz.
3 doz. cases ... 1 20 doz.
6 doz. cases ... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—
Steel Thumb, No. 2 ... 2 20
Do., No. 3 ... 2 50
Do., No. 4 ... 3 75
Barn Door, No. 5 ... 3 05
Do., No. 8 ... 3 80
F.O.B. Montreal, Toronto, London.

LEAD— For pig lead, lead andzinc products see weekly report.

MACHINES (WASHING)—
Noiseless ... 17 50
Hamilton ... 14 00
Peerless ... 14 50
Snowball ... 19 50
New Century, Style A ... 19 75
Do., style B ... 21 00
Do., Electric ... 125 00
Playtime, engine drive ... 27 00
Ideal Power ... 30 00
Sunshine ... 10 25
Popular ... 14 50
Economic ... 16 00
Puritan ... 19 50
New Champion ... 21 50
Home ... 21 50
Vacuum ... 28 00
Home, water motor ... 30 00
Whirlpool, water power ... 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric ... 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack ... 22 75
Perfection, engine drive ... 65 00
Do., electric ... 116 50
Beaver ... 26 00
Beaver, power ... 27 00
Connor, vacuum ... 27 50
Patriot ... 21 50
Jubilee ... 12 50
Canada First ... 21 50
Minimax Electric ... 129 00
Mono-Vac, electric ... 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.O.B. Montreal Toronto, London. Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen ... $33 95
No. 8 dozen ... 44 90
Universal—
No. 4 dozen ... $40 00
No. 8 dozen ... 52 00

MOPS— Doz. net
Liquid Veneer ... $16 00
O-Cedar, large, with handle 16 00
Do., with handle, small .. 10 00
S. W. Mops, complete ... 4 15
Mop Sticks, No. 8 ... 2 00
Cast Head Mop ... 2 00
No. 10 ... 2 30
Crank wringing ... 7 35
Smarts' ... 4 00
No. 11 Janitor ... 4 75
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
Advance plain 8″ list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½″ No. 57—40 per cent. Advance plain bearing 9″ No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

LION BRAND CORDAGE

Established 1825

—satisfies and increases business

It is the cordage for you to sell. Made from high-grade Manila Hemp, *Lion Brand* excels in yardage and strength.

Your customers all know quality cordage so *Lion Brand* makes a quick turnover—very profitable for dealers.

The superiority of this cordage will be testified in the volume of sales it brings—and repeat business.

Consumers Cordage Company, Limited

MONTREAL and HALIFAX

Branches at ST. JOHN, N.B. and TORONTO, ONT.

Agents and Stocks: TEES & PERSSE, LIMITED, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. JAS. BISSET & CO., Quebec. MACGOWAN & CO., Vancouver.

If interested tear out this page and place with letters to be answered

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.70 base.

F.O.B. Montreal, $3.70 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.O.B. Montreal, $4.40 base.

Carload freight allowed, Toronto, Hamilton and London.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	6 25
6	2⅛"	5 00
7	2 5-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.

Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50

1½ inch mesh and 19 ga. wire:

12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90

1 inch mesh and 20 ga. wire

12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00

¾ inch mesh and 20 ga. wire:

24 inch...$10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire:

24 inch...$16 50 36 inch....24 00
30 inch... 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... 0 67
2060 ... 0 72

Put up in 10, 20 and 30 rod rolls.

F.O.B. Montreal.

Blue Ribon—
24 inch, per roll ... 5 50
36 inch, per roll ... 7 15
48 inch, per roll ... 9 85
72 inch, per roll ... 11 25

Put up in rolls.

NIPPLES:

See Fittings.

OAKUM— Per 100 lbs.

Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80

F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. ....$ 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 34

Above prices net. Gallon.

Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.69.0
Paraffine 0.20.0

List, less 15 per cent.

Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute ....$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36

F.o.b. Toronto and Montreal

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do. No. 2, Anch ..	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor ...	1 20	1 20
No. 2 ...	0 85	0 85
Elephant Brand, tarred No. 2 ...	0 85	0 85
Surprise Fibre ...	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred ...	1 20	1 20
Jolliette Sheathing ...	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white ..		5 60
Do., gray ...		4 50
Red Star heavy tarred straw		3 40
Imp. White Sheathing		5 50
Imp. Gray sheathing		4 50
Scythe brand dry straw		3 15
Spruce Sheathing, 36" and 72" wide ...		6 00
Asbestos Sheathing ...		6 75
Carpet felt ...		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. ... 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz......	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 80
⅜ in.	3 84	5 94	7 20	9 80
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 08	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	76 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 76	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 80
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. ....net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets ..	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN

20x28x100 lb. basis, box..$13 00
20x28IC, 112s, box 13 50
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles ... 2 40
12-oz. bottles ... 4 80
1-qt. can (Imp.) ... 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net

4-oz. ....$ 2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz. each ... 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—

No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2 ...	2 85	3 10
No. 3 ...	3 15	3 40
No. 4 ...	3 75	4 10
		Each
No. 70 ...		6 00
No. 80 ...		8 00

MXL pumps. Nov. 1st net list.

F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common ,oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%: iron burrs, 47½%; off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING Toronto.

Samson, 1 ply, roll ....$ 2 05
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 90

	Montreal	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq.. 36" wide.. 2 85
Do., 18 wide ... 3 30

F.O.B. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. cans .. 0 85 0 85
1 gal. cans, gal., doz. 10 50 10 50

Reed's Plastic Asphalt Cement Per lb.
400 lb. drums ... 0 04
125 lb. drums ... 0 05

Above prices net. per doz.
5 lb. cans ... 6 60
10 lb. cans ... 12 00
1 lb. cans ... 2 50

Less 25 per cent.

F.O.B. Montreal.

ROPE

Pure Manila basis ... 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis 0 20
Double lathe yarn 0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis 0 18
Double lathe yarn 0 18½
Yacht marline, tarred 0 57
Halyards ... 0 50
Beaver Halyards, wht. pol. ¾ in. basis ... 0 35
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 0 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application.

Cotton, ⅛ in. ... 0 46
Do., 5-32 in. ... 0 45
Do., 3-16 in. ... 0 42
Do., ¼ in. and up .. 0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SCALES

Champion ... List, less 10%

4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.

Stamping extra.

F.O.B. Toronto, Montreal, Hamilton.

SCREWS—

Discounts off Standard List, adopted Aug. 1, 1908.

Wood, F. H., bright 82½/5%
Wood, R. H. bright 80/5%
Wood, O. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass ....75 /5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70 /5%
Wood, R. H., bronze ....70 /5%
Square cap .... 55 %
Hexagon cap .... 45 %
Coach or lag screws ....45 %

SCREWS—Iron Bench

No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.

No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

Quality Products Sell Easily at Good Profit

Walker service means **orders shipped same day as received.**

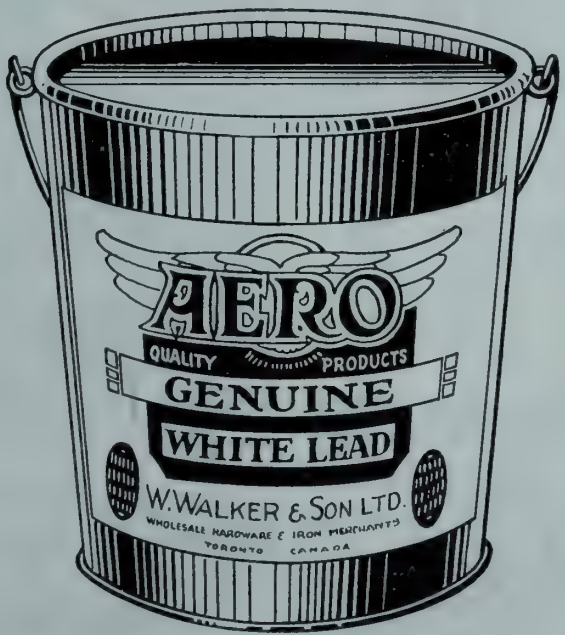
We carry complete stocks in builders' hardware—our prices are right.

Write us now for latest prices and sales helps which we give Aero and Owl Roofing Dealers.

OWL ROOFING

The Best That's Made

Owl Brand Roofing—light weight
Owl Brand Roofing—medium weight
Owl Brand Roofing—heavy weight
Owl Brand Slate Surface Roofing
Red and Green
Walker's Wizard Roll Roofing
Red and Green
Walker's Wizard 4 in 1 Shingles



QUALITY PRODUCTS

Aero Shingle Stain, all colors
Aero High Gloss Enamel
Aero Paint, one gallon cans only
6 gals. to case, White, Green, Brown, Gray and Cream.
Aero Orange Shellac
Aero White Shellac
Aero Barn Red Paint
Aero Spar Varnish
Aero Japan Dryers
Aero Putty
Aero Floor Wax
Aero White Lead

W. WALKER & SON LIMITED

Wholesale Hardware & Iron Merchants

10-16 Alcorn Avenue, ∴ Toronto

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00

Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	50 ft. Challenge Stl.	4 95
103	50 ft. Reliable Jr., Stl.	5 25
243	50 ft. Rival Steel	4 40
553	50 ft. Steel	3 95
1243	50 ft. Rival Jr., Steel	4 06
603	50 ft. Metallic	3 17
604	66 ft. Do.	3 54
403	50 ft. Linen	2 39
		Dozen.
713	50 ft. Ass Skin	6 15
714	66 ft. Ass Skin	7 37
143	3 ft. Steel Pocket	7 27
145	5 ft. Steel Pocket	9 20
175	5 ft. Linen Pocket	6 35
165	5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ...$28 80
10 in. ... 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1.... 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply.... 0 51
Do., 4-ply, lb.... 0 53
Cones, 3-ply, lb. 0 48
Do., 4-ply, lb. 0 50

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 ....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, plus 40%.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, 17½%.
Steel sinks, painted, 17½%.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Coper tea and coffee pots, net list.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs.	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 50	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

Advances over base price on sizes

WIRE PRODUCTS—
Annealed or Bright—lighter than No. 9:
No. 9 and heavier .... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ....
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, 70c.

Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 365

Celebrating Ten Million Sheets

Since starting to make "Premier" Galvanized Steel Sheets in August, 1915, we have kept plugging along—good times and bad—and up to this date have turned out a lot of good sheets.
To stimulate your interest we offer a few prizes for the best estimates of how many tons we have made to date.

TERMS OF CONTEST

1. The contest is open to anyone engaged in buying, selling or using galvanized steel sheets, including wholesalers, travelling salesmen, sheet metal workers, bosses, employees, retailers, clerks.
2. Send one estimate only.
3. Address your letter to "Editor, Hardware and Metal, Toronto."
4. Estimate must be in Editor's hands by July 15th.
5. Three prizes will be given to the three nearest estimates, as follows:—

TO THE NEAREST CORRECT—$50 Gold Watch, Men's or Ladies' Model—open or hunting case.

TO THE SECOND NEAREST CORRECT—$25 Grain Leather Travelling Bag—best quality.

TO THE THIRD NEAREST CORRECT—Stainless Steel Carving Set in case.

You are to estimate the total number of tons (2,000 lbs. each) of "Premier" Galvanized Steel Sheets produced by us from August, 1915, to July 1, 1922.
Send in your guess. Help us in this way to celebrate our "365th talk."

TINKER TOM.

P.S.—The Correct Total, with winners' names, will appear in our regular space Hardware and Metal, July 22nd.

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100-lb. kegs	0 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	-06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
red oxide bbls.	0 04
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 36

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Allbagloss	6 30
C.D. Master Painters'	6 75
Jamieson & Co., Glitrox	6 00
Mooramel	7 00
Lowe Bros., Linduro	7 00
Sunshine, white	6 00
Kyanize (Boston Varnish)	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	8 00
Hillcrest Sanderson's	7 00
Luxeberry,	6 75
Agate, Ramsay's	4 45
Ripolin, Glidden	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots, 16 oz.		24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 15%.

Cut size sheet glass, 75% off November, 1920 list.

Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
C. & A. pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure.	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. $ 60
Half-Barrels, per gal. 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C. P., Co., pure colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
C. & A. Colors	3 45
C. & A. White	3 80
C. & A. Floor	3 30
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond, floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor.	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3 75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall. white	3 45
I. V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S. Colors	3 60
Do., H. S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colrs.	3 60
O.P.W. Canada Brand, floor.	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tone, colrs	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. & E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half barrels	0 50	
5s and 10s	0 60	

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 42
1 lb. paper cartons, per lb.	0 40
½ lb. tins, per lb.	0 44
1 lb. tins, per lb.	0 42
25 lb. tins, per lb.	0 38
50 and 100 lb. drums, per lb.	0 36
250 lb. kegs, per lb.	0 34½
600 lb. barrels, per lb.	0 34

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 35	4 35
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens.
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C. D." Shingle	1 20	1 40
Canada Paint	1 75	2 00
O. P. W. Creolin	1 30	1 50
Ramsay's	1 40	1 60
R. C. J. & Co.	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B. H. Floors	4 08	
B. H. Maritime Spar	5 13	
B. H. Wood-all	2 76	
B. H. Gold Medal	3 42	
Elastilite	3 85	
Granitine Floor Finish	3 85	
Hydrox Spar	3 95	
C. P. C. Sun Varnish	3 90	
Glidden Wearette	3 90	
Glidden Floorete	3 90	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 00	
I.V. Elastica, No. 1	4 89	
Do., No. 2	4 48	
Do., Floor	4 00	
O.P.W. Jasperite Interior and exterior	3 40	
O.P.W. Indestructo, floor	3 40	
O. P. W. Jasperite Pale Hard Oil	2 50	
P. & L., No. 61	5 04	
Jamieson's Copaline	4 00	
M-S Marble-Ite Floor	4 22	
M-S Wood-Var.	4 06	
M-S Durable Spar	5 13	
M-S Finest Interior	4 87	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Moorvar Interior	3 25	
Moore's Spar	5 00	
Elastic Interior	3 14	
Mar-not	3 93	
Quick Action House	2 65	
Rexspar	5 04	
Scar-Not	4 66	
Lowe Bros., durable floor	4 50	
Solpar House Spar	4 50	
Solpar Floor	4 50	
Solpar, Interior	3 50	
Kyanize Spar, Bost'n V'rnish	5 15	
Kyanize Cabinet Rubbing	4 85	
Kyanize Interior and Floor	4 85	
Luxeberry Light	4 75	
Luxeberry granite	4 90	
Luxeberry spar	5 62	
Ramsay's Universal	3 75	
Ramsay's Agate Floor	3 80	
Ramsay's 400 Hard Oil	3 25	
Ramsay's No. 720	3 00	
"C.D. Big 4" Exterior	5 00	
Do., Interior	4 50	
"C.D. Big 4" Floor	4 40	
C. D. General purpose	4 18	
C. D. Furniture	2 25	
Dougall Univarnish, clear	4 40	
Dougall Transparent, spar	4 90	
Dougall Transparent, floor	4 40	
Do., Nogloss, interior	4 40	
Do., Interior	4 40	
Adelite, No. 103, Floor	3 90	
Adelite, No. 105, Flat	3 90	
Adelite, No. 100, Spar	5 70	

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.
300 lb. bbls.	$ 7 00
100 lb. kegs	8 00
Cases of 25 pkgs.	10 00

	$3 00
	9 00
	9 50
	9 90
	8 75
	9 25
	7 50
per 100 lbs.	
	$3 00
	9 00
	11 25

WASTE

Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, extra, 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

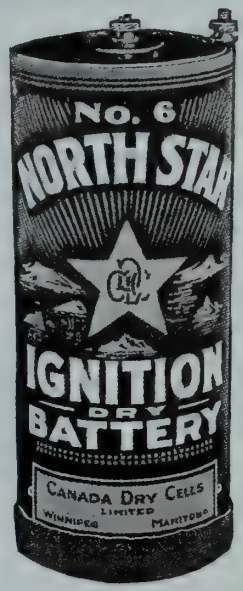
WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

There's Money in it For You

Every sale of a North Star dry cell or multiple produces a multiplying profit.

North Star superiority is so evident in the performance of its duties that the user naturally comes again for these dependable batteries.



There is no chance of dissatisfaction because we guarantee to replace any North Star battery that does not give the user full satisfaction.

Order from your Jobber

NORTH STAR Dry Cells & Multiples

Manufactured by
CANADA DRY CELLS LIMITED, WINNIPEG, MAN.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per owt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.. ..	.....	$ 7 00
22 short	.. ..	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.. ..	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	..$23 50	.....	.....
32 Short	.. 23 50	.....	70 00
25/20	.. ..	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	. 33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.. ..	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.. ..	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.. ..	.....	209 00
25/35	.. ..	.....	125 50
30/30	.. ..	.....	144 50
303 Savage	.....	.....	144 50
303 British	......	.....	190 00
32/40	.. ..	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.. ..	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	... .	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	....$6 00	18/16	....$12 00
4	...... 5 00	19	...... 14 00
5	...... 5 00	20	...... 14 00
6	...... 5 00	21	...... 16 00
7	...... 5 00	22	...... 16 00
8	...... 5 00	23	...... 16 00
9	...... 6 00	24	...... 18 00
10	...... 6 00	25	...... 21 00
11	...... 7 00	26	...... 21 00
12	...... 7 00	27	...... 24 00
13	..... 8 25	28	...... 24 00
14	...... 8 25	29	...... 27 00
15	...... 9 50	30	...... 27 00
16	...... 9 50	31	...... 30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit $15 50		$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20/5 %; stove bolts, 70/5%; shaft bolts 15%; tire bolts 45/5%; sleigh shoe bolts, 15%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in.. $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 3, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.	
Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	25%
Do., wire	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.75.

FILES

Globe .... Discount	60%
Nicholson Gen. ... Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI⅝ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
26 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 75
Mrs. Potts' No. 50 set 1 80
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	13 50
No. 2 plain	12 75
No. 2 coppered	16 25
Short Globe, doz.	12 75

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$ 1 20
Boiled	1 23

MACHINES—WASHING Each

Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar. No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyat		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
Star		7 40	7 85
K—3 blade ..	9 60	10 25	10 06
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....		$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Something Different In Wagons

"A Money Maker"
"A Time Saver"

Selling Points in the *Trans-Canada*

No cotter pins to tear the boy's clothes, outside of wheel is flush.

One-piece malleable unbreakable wheel.

Box all solid oak.

Sprayed with varnish, trimmed with red and black.

No repair parts needed, thus saving time and annoyance.

The wheel comes set up. The Trans-Canada is equipped with a patented self-contained roller bearing hub and all metal unbreakable wheels. All you have to do is to place one bolt for each wheel.

This new wagon has made a big hit with the boys. It is strong, well finished and is practically unbreakable. If your jobber cannot supply you, write us direct for prices.

The Walter Bentley Co.,
LIMITED

Niagara Falls Ontario

The Trade Mark Behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A" Brand HARVEST TOOLS

CREATE REPEAT SALES

It's "Good Business" on your part to sell Diamond "A" Harvest Tools, as your customers are then assured of getting high quality standard goods made only from the very best materials, together with expert workmanship, that gives to the finished product a durability, strength and finish, not to be equalled.

We will be pleased to send you Catalog and Prices, write us today. We are Prompt Shippers.

J. H. ASHDOWN HARDWARE CO., LIMITED
Calgary WINNIPEG Saskatoon

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt, $17.30; D. H., Sq. Pt., $16.95; L.H., Rd. Pt, $16.95; L.H., Sq Pt, $16.95. Black Cat and Moose & Jones Scoops—No. 4. $19.68; No. 6. $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 65
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.65 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 51
Cotton, 3-ply balls	0 55
Cotton, 4-ply cones	0 53
Cotton, 4-ply balls	0 57

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-pt., $4.00, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

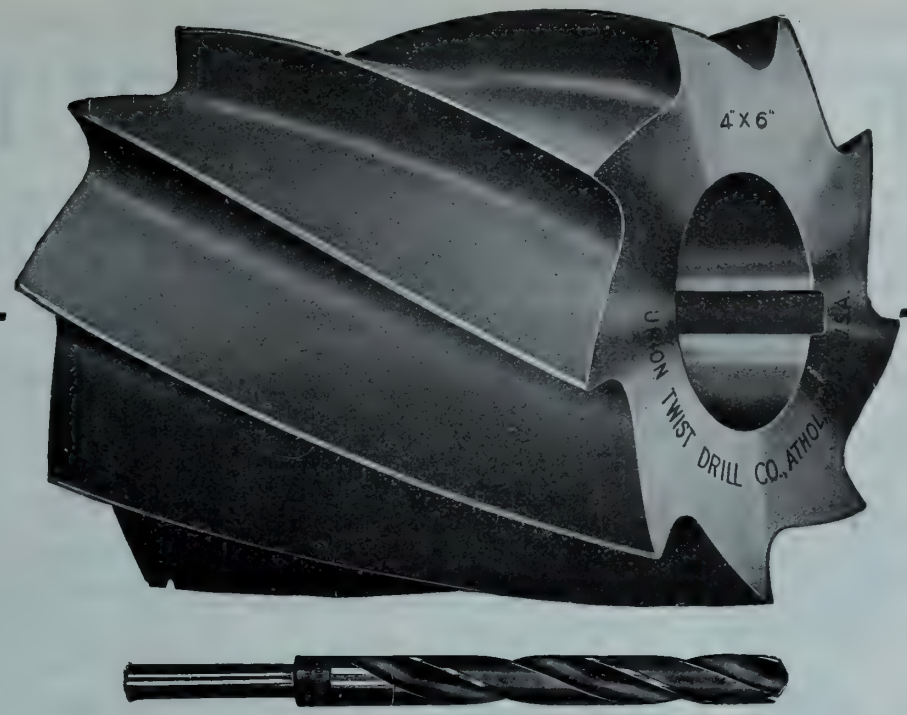
Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50



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Every successful buyer will recognize the efficiency of Butterfield's Tools after they have once used them.

Don't let the possible consistent business get away from you. Keep your customers and all passers-by acquainted with what lines you handle by making attractive window displays. It invites them into your store and this is a profitable medium of advertising. One thing you must do is—be sure it is Butterfield's tools you show.

These products can be easily displayed—and it will pay you in sales.

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Union Twist Drill Co.
Rock Island Quebec

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BUTTERFIELD

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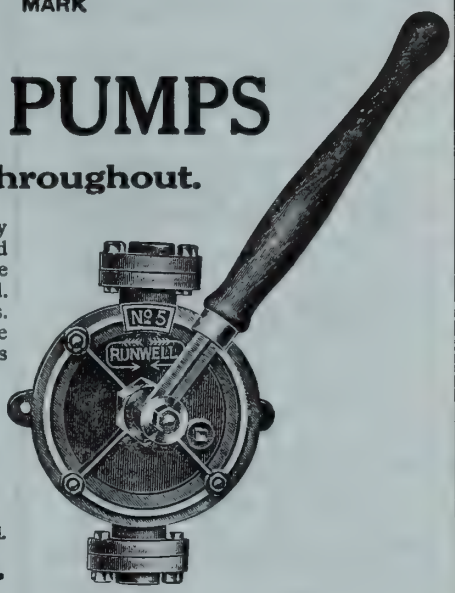
Are BRITISH MANUFACTURE Throughout.



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Check over your stock today—see if you have Atkins No. 53 and 51 saws and our other popular numbers. If not, send in your order at once as you are going to need them. Ask for the latest catalog, descriptive of

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Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reid & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Grening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.
United Chair Seat & Novelty Co., Brooklyn, N.Y.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass. ... ...

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Brrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Motor Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Canadian Metal Products Ltd., Guelph, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.
Winnipeg Paint & Glass Co.. Ltd., Winnipeg, Man.

GLASS, FANCY
Pilkington Bros., Limited. St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto, Ont.
Hurtuboise, Limited, Montreal, ue.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph. Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont,
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons. Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghoiuse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORG...
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Heyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal ad Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayaggamack Pulp and Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Otterville, Ont.
raeuter & Co., Inc., Newark, N. J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Rutterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.

Martin Firearms Corporation, New Haven, Conn

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited. Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co. Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Grant Chater, Ltd., Toronto, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto, Ont.
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Canada Metal Co., Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPONGES
Evans & Co., Ltd., Montreal, Que.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto, Ont.
TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N J
The Warren Tool & Forge Co., Warren, Ohio
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
P. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont
Walter Woods & Co., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que

WASHERS:—LOCK, SPLIT AND SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Conner & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE ANNEALED
British Empire Steel Corp. Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal
Macdonald Wire Goods Co., Drummondville, Que

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co. Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que

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Frost Steel & Wire Co., Ltd., Hamilton
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co. Ltd., St. John, N.B
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire & Iron Works Co., Ltd., London, Ont
J. H. Hanson Co., Ltd., Montreal .
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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
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The Warren Tool & Forge Co., Warren, Ohio.

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Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

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J. H. Connor & Son Limited, Ottawa, Ont.

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WRINGER SPRINGS
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Jas. Morrison Brass Mfg. Co., Toronto.
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WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

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ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

A Few Words About Hardware & Metal

HARDWARE AND METAL is the only weekly hardware paper in Canada.

* * * *

HARDWARE AND METAL is the only hardware paper in Canada with membership in the Audit Bureau of Circulations.

* * * *

HARDWARE AND METAL is one of the sixteen papers published by the MacLean Publishing Company, the largest business of its kind in the British Empire.

* * * *

HARDWARE AND METAL has been published every Saturday for the past 33 years, and is subscribed to by every wholesale hardware firm, and practically every worth-while retail hardware buyer in Canada, as well as by purchasing agents of many of our largest railways, mines, Government purchasing depts., and industrial concerns.

Hand Forged Tools

The day is past when mechanics bought cheap tools. They realize good tools mean good work.

Dealers can profit by this demand. Quality Tools are recognized everywhere as good tools—they are hard, tough and beautifully finished.

We stand behind the quality —your jobber will supply you.

Quality Tool Works Limited.

480 Rielle St. **Montreal**

SELLING REPRESENTATIVES: Ontario, A. H. Moore, 74 Rusholme Rd., Toronto. Western Provinces, S. H. White Mfg. Co., Ltd., Winnipeg. Maritime Provinces: Richardson & Bureau, Montreal.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 30c each. Write for free booklet showing assortment.

HARDWARE AND METAL

Electro Service Dept.
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PEERLESS LONG SPAN GATES

Your customers can absolutely depend upon Peerless Gates to keep their livestock in and to keep intruders out. Style R Peerless Gates are braced like a steel bridge. They won't sag nor twist. They are unexcelled for strength, durability and appearance. Their construction makes them a thousand times better than ordinary gates. Shipped ready to hang, with hinges and special chain fastening that keeps the gate shut even when posts spread, also permitting gate to be pad-locked.

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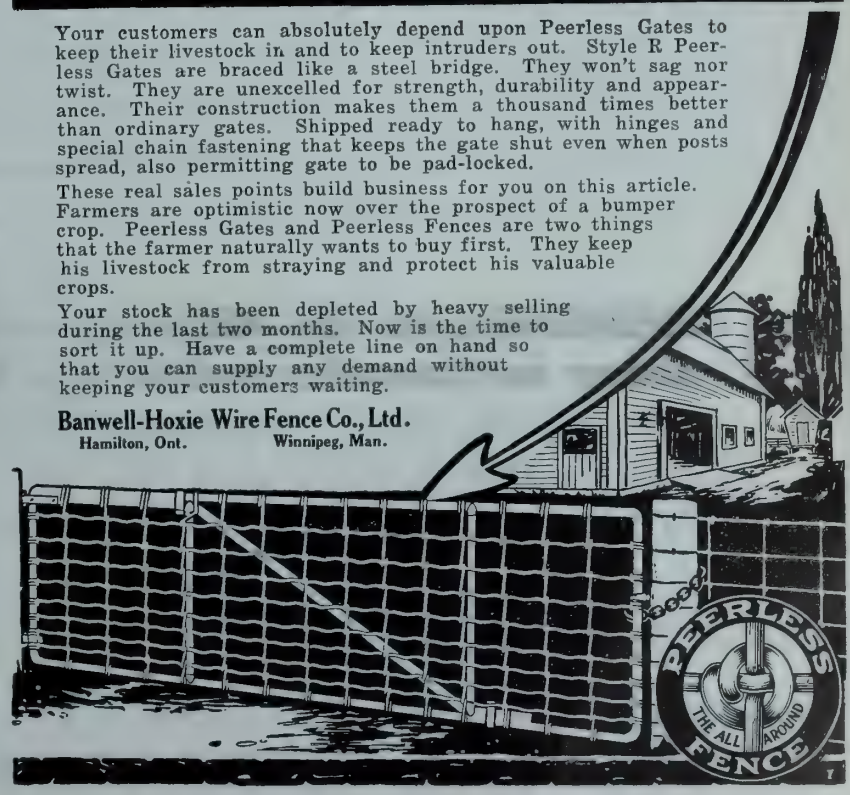
Your stock has been depleted by heavy selling during the last two months. Now is the time to sort it up. Have a complete line on hand so that you can supply any demand without keeping your customers waiting.

Banwell-Hoxie Wire Fence Co., Ltd.
Hamilton, Ont. Winnipeg, Man.



WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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SEVERAL TERRITORIES AVAILABLE FOR salesmen who are now calling on Furniture or Hardware trade to sell Standard Sewing Machines as sideline. Only high-grade, reliable applicants considered. Standard Sewing Machine Co., Box 124, Hamilton, Ont.

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CAN YOU FORMULATE PAINT AND VARnish? If so, get in touch with us. We have an exceptional opportunity for a high grade man to produce results. We are an old established company in Toronto, Ont., who cater largely to the industrial trade. State experience, salary expected. Box 299 Hardware & Metal.

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WANTED—TWO EXPERIENCED HARDWARE clerks, one with good paint experience, the other with sporting goods experience, who is a good mixer. We do not require specialty men, they must be good general hardware clerks as well (for Western City). Apply stating age, nationality, experience, wages, required, married or single. Box 189, Hardware & Metal.

FOR SALE

FOR SALE — TINSMITHING AND PLUMBING Business, good town, Central Ontario. Box 630.

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WOULD LIKE TO PURCHASE OLD-established Hardware Business. Western Ontario preferred. Box 374, Hardware and Metal.

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NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

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HARDWARE CLERK, EXPERIENCE AS Clerk and manager desires position in retail or wholesale trade. Open for engagement July 1st. Please state salary. Best of references. Box 720.

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Look through these you may find what you want

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

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stamped on the round of our

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The original double twist auger bit. Patented by Mr. Russell Jennings in 1855.

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CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

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The trade purchases invariably those products with which they have become familiar in the pages of Hardware and Metal—make yours one of them! Be sure to reserve space now for the 34th Annual Fall Buying and Directory Number appearing August 19, 1922. It is kept by the trade and ordered from for many months.

"Reaches practically every worth-while buyer of hardware from coast to coast."

HARDWARE & METAL

Office of Publication

143-153 University Avenue, Toronto, Canada

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E. C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street,) Telephone Watkins 5869; Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

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THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 27 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA July 8, 1922

The outward mark of Inward Quality

BADEN

THIS is the name of an ideal. In 1864 the founder of this organization conceived this ideal. Conceived the idea of making a linseed oil so perfect that it would become a synonym for excellence in oil. He set out, before the days of the Confederation to make this perfect oil that would be the standard of comparison for oils.

Now, to-day, the idea has been perfected. Buyers say, "Baden," knowing that they are perfectly understood as wanting this incomparable brand of Linseed Oil.

When you want the best—say Baden.

The Dominion Linseed Oil Company
LIMITED

Baden Toronto Montreal Winnipeg

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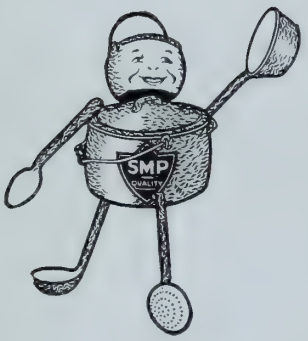

A Good Trade Mark on Good Goods

Through our great all-year-round campaign of national advertising, Canadian women have come to know, respect and admire all goods carrying the SMP Shield trade-mark. Our trade-mark means something to them. They look on it as a guarantee.

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We are creating the demand for SMP lines. Are you cashing in on it? Or are you passing it by, letting the other fellow reap all the benefits?

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Tell the world you carry SMP goods, and your profits will satisfy your greatest expectations.

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SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

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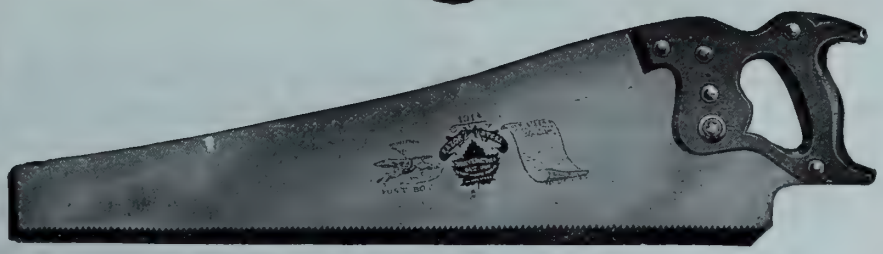
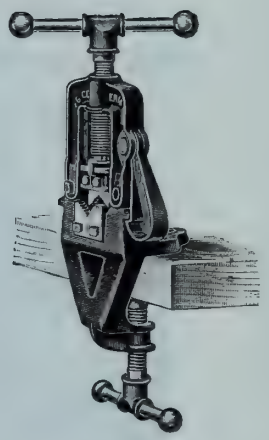
'RICE LEWIS' NEWS





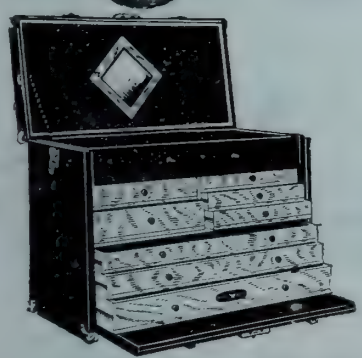
Cash In on the Demand for Good Tools

The most successful workman is the one who is properly equipped with the most scientific and up-to-date tools for plying his trade.

It is up to the hardware man to carry in stock such tools as are needed by the carpenter, mason, bricklayer, plumber, steamfitter, lather, plasterer, roofer and paper hanger.

This year with such extensive building going on, you will find a great number of people jumping into these trades.

How much of their business can you get?



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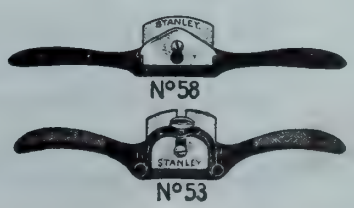
Main 4040

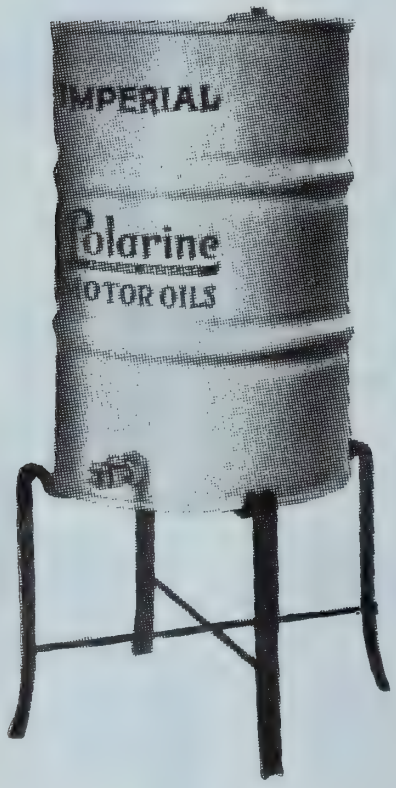
Ask the "Rice Lewis" Man or write direct



If interested tear out this page and place with letters to be answered

For Your Customers' Home Supply—

15-GALLON
IMPERIAL POLARINE
STEEL DRUM



The 15-gallon Imperial Polarine Steel Drum is an ideal package which multiplies the amount of your oil sales to every customer.

Think of the time, effort and expense you can save yourself by selling your trade a *season's* supply of the right grade of Imperial Polarine Motor Oils in this clean, neat, leak-proof package.

Think, too, of the convenience and saving which you can offer your customers as an inducement to buy.

Practically every automobile and tractor owner in your territory is a prospect for one or more of these drums in the course of a year. It's to your profit and theirs to educate them to buy for their requirements *by the season.*

In cases where is it impracticable to sell to customers in quantity you can, of course, still offer them Imperial Polarine in the well-known litho-sealed cans in various sizes. The dealer who works a combination of both doesn't let any possible sales slip away.

Ask our salesman for particulars regarding the profitable 15-gallon Imperial Polarine Steel Drum.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

The 15-gallon Imperial Polarine Steel Drum shown above is sold with or without the rack. It stands on end and occupies a minimum of floor space. Drum and stand are well made and nicely painted and will last for years. Can be furnished with a special leak-proof, automatic faucet if desired. Complete unit supplied to dealers at less than factory cost.

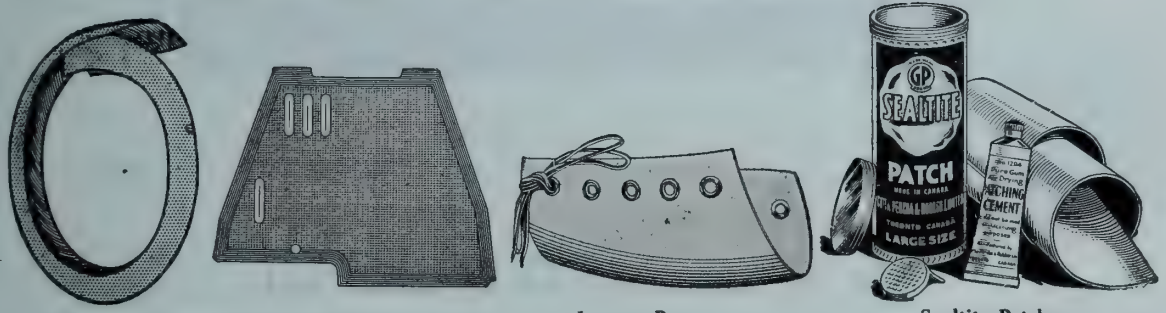
If interested tear out this page and place with letters to be answered

TRADE MARK
GP
BRAND

Make Your Accessory Department Grow With

"GUTTA PERCHA"

Accessories



Reliners — Wind Proof Mats (For Fords) — Lace-on Boots — Sealtite Patches

Here are some worthwhile helpers in your Accessory Department. You know the success that accessories have proved in the average hardware store in Canada? Well, the "Gutta Percha" line of Accessories will do that for you "and then some!"

This is a line you can bank on to build good-will through the reliable service that they give your customers. Take Sealtite Patches, for instance; the man who has been helped out of a puncture delay by these needs no long argument to induce him to re-order. It is so with the others. Your business multiplies on merit.

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

If intercsted tear out this page and place with letters to be answered

CANADA FOUNDRIES & FORGINGS LIMITED

SMART CANADIAN HAMMERS

THE

STAY SOLD TOOLS

A DIAMOND G PRODUCT

OUR CONSUMER ADVERTISING IS CREATING A
DEMAND THAT CAN BE PROFITABLE TO YOU

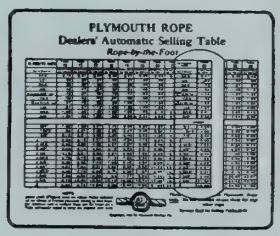
JAMES SMART PLANT

Brockville, Canada

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

You Can Sell Plymouth Rope by the Foot



Profitably to yourself and with greater satisfaction to your customer.

The Plymouth Rope-by-the-Foot schedule is based upon years of experience in manufacturing standardized rope.

Its use insures every sale to be a profitable transaction.

Your customers appreciate this common-sense method of rope selling.

Write for more information.

PLYMOUTH CORDAGE CO.

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LTD.

TORONTO, CAN. Canadian Sales Agent

Since 1916 all Plymouth Rope 7/16" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope.

PLYMOUTH *The Rope You Can Trust*

5-104

If interested tear out this page and place with letters to be answered

YOU ARE RIGHT!

WE ARE not doing you any favor or bestowing charity when we advertise *Tycos* Thermometers in a national way. We are doing what every manufacturer who expects favors from you should do.

Your good will, your profits, your sales are of deep concern to us. So we advertise to help you all that we possibly can, knowing that you in turn will be glad and anxious to get our good will, to help our sales and our profits by displaying and selling *Tycos* Thermometers.

Could anything be fairer than that?

There's a ***Tycos*** or ***Taylor*** Temperature Instrument for Every Purpose.

Our latest catalog shows how we fulfill our obligations to you. You are entitled to a copy because it is figured in the cost of the goods to you.

Taylor Instrument Companies

110-112 Church Street, Toronto

D-25

If interested tear out this page and place with letters to be answered

Spark-C

Ignition Tester

Does your car make a hill of a level road? It does if the ignition system is faulty.

This is the question we are asking every car owner. Motorists everywhere are answering by buying "Spark-C" Ignition Testers.

The sales possibilities in "Spark-C" are almost unlimited. Every user of an internal combustion engine has real need for a "Spark-C" Ignition Tester. For "Spark-C" is the only sure way to test ignition.

Consider the number of cars, motor boats, tractors and stationary gas engines right around you. Then you know what you can do with "Spark-C." Few articles compare with "Spark-C" Ignition Testers for quick turnover and high percentage of profits.

Let your jobber supply you to-day.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.

MONTREAL—285 Beaver Hall Hill
FT. WILLIAM—Cuthbertson Block
VANCOUVER—Bank of Nova Scotia Bldg.
REPAIR SHOPS
VANCOUVER
1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

W Spark-C

Westinghouse

If interested tear out this page and place with letters to be answered

ADD THESE CARBORUNDUM PRODUCTS TO YOUR ACCESSORY STOCK

Carborundum Valve Grinding Compound

IN both the grease-mixed and the water-mixed Carborundum Compound should be carried in stock because there isn't any other compound that cuts so fast, clean and uniform, leaving a true unscored valve. Stock it in handy combination cans and in one and five pound tins.

Carborundum and Aloxite Grinding Wheels

IN every repair shop and garage they need these wheels for regrinding cylinders and pistons, for grinding tools, parts and fittings. Send for stock list of shapes and sizes mostly in demand.

Aloxite Cloth—The Cloth That Cuts

THE garage worker, the car owner, the general mechanic uses Aloxite Cloth for finishing metal of all kinds. It is put up in the Economy rolls of handy widths.
Aloxite Cloth can be sold to any mechanic—anywhere.

DISPLAY THESE PRODUCTS IN YOUR ACCESSORY WINDOWS

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y. U.S.A.

Boston New York Chicago Philadelphia Detroit Cincinnati Pittsburgh
Cleveland Milwaukee Grand Rapids

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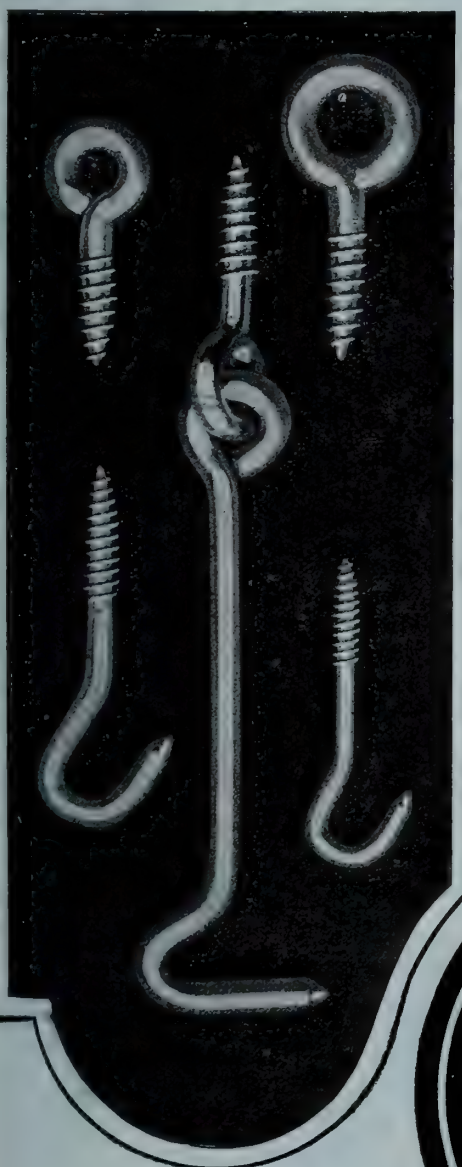
SCREWS

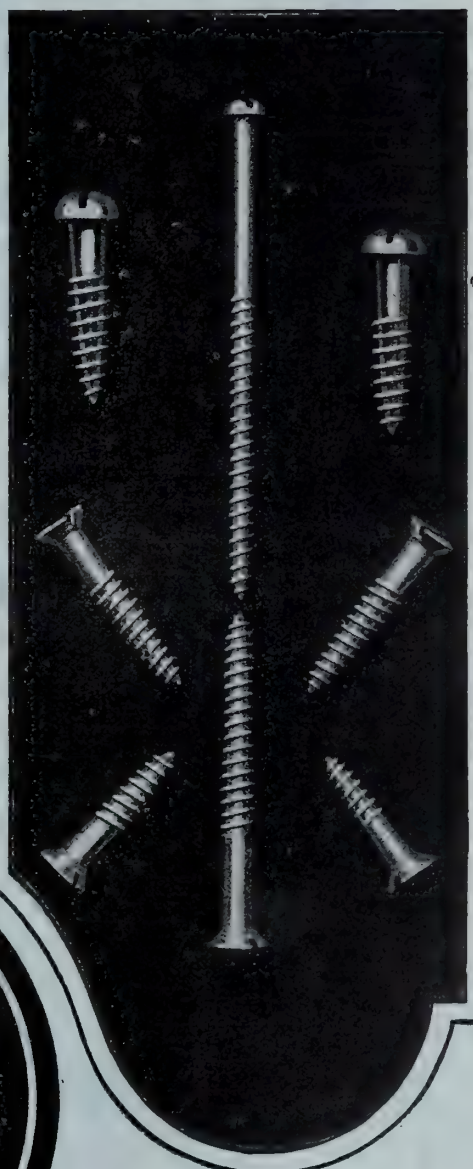
SCREW EYES, SCREW HOOKS



We manufacture all varieties of screws

Iron, Steel, Copper, Brass and Bronze, Wood and Machine Screws.

Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.



THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Our malleable pipe fittings are made of Air Furnace Refined Iron reamed and tapped to gauge with perfect threads.

Malleable and grey iron castings for agricultural implements, automobiles and specialties.

In our assortment are both screwed and flange fittings, either black or galvanized. For any class of drainage work they will give the right quality of service.

REPRESENTATIVES:

Vancouver, B. C.—Messrs. Ames Bros., 325 Howe Street.

Winnipeg, Man.—Messrs. Harry F. Moulden & Son, Confederation Life Bldg.

St. John, N.B.—Messrs. H. G. Rogers, Ltd., 147 Prince William St.

Halifax, N.S.—Mr. Geo. D. Hatfield, Bedford Chambers.

Quality Products **Prompt Service**

INTERNATIONAL MALLEABLE IRON COMPANY, LIMITED

GUELPH, ONTARIO, CANADA

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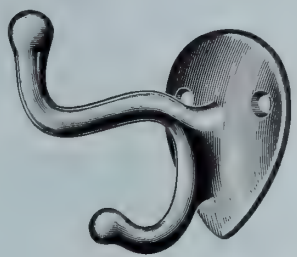
HOOKS FOR MANY USES

"T-F" Quality includes Better Finish and many Varieties

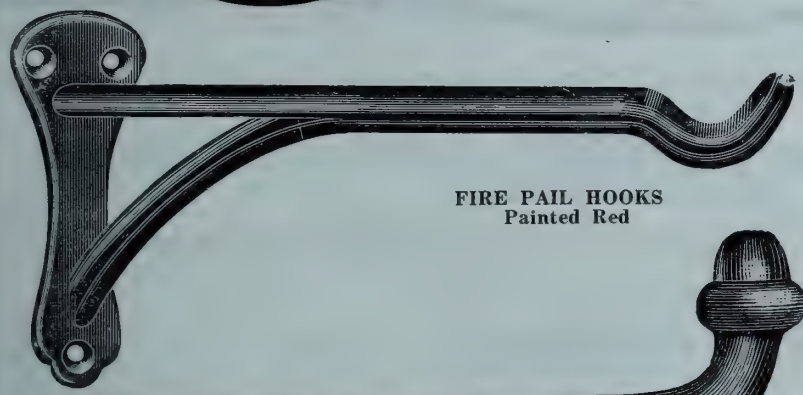
HALL HOOK



BATHROOM HOOKS
Solid Bronze or N.P.

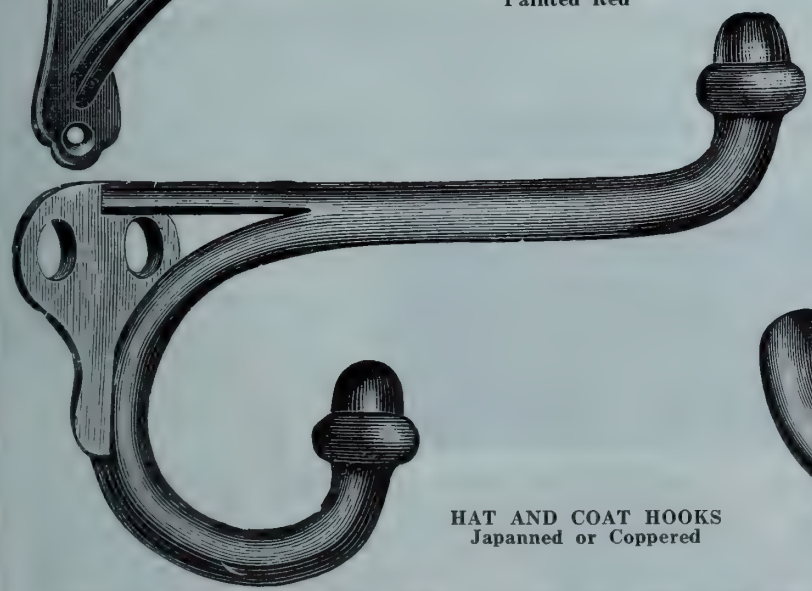
HAMMOCK HOOKS

TOWEL HOOKS

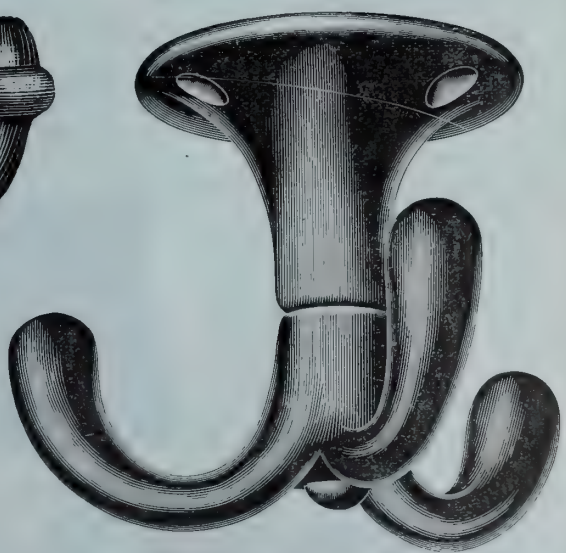


FIRE PAIL HOOKS
Painted Red

IF YOUR JOBBER DOES NOT CARRY STOCK WRITE US DIRECT.



HAT AND COAT HOOKS
Japanned or Coppered



WARDROBE HOOKS
Plated or Solid Bronze

TAYLOR-FORBES COMPANY LIMITED

Head Office and Works : GUELPH, ONT.

TORONTO MONTREAL VANCOUVER QUEBEC ST. JOHN HALIFAX WINNIPEG REGINA CALGARY

If interested tear out this page and place with letters to be answered

B.P. BRAND
WIRE NETTING

Black Fox Netting a Speciality

IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature. Enquiries invited.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

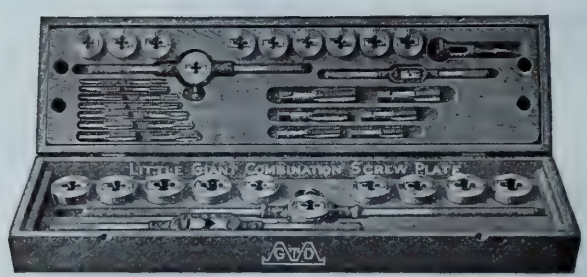
Chief Office & Works NORWICH, England

CODES USED: A B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

REG. U.S. PAT. OFF. G T D

There Is One Screw Plate Known and Sold Everywhere

Little Giant

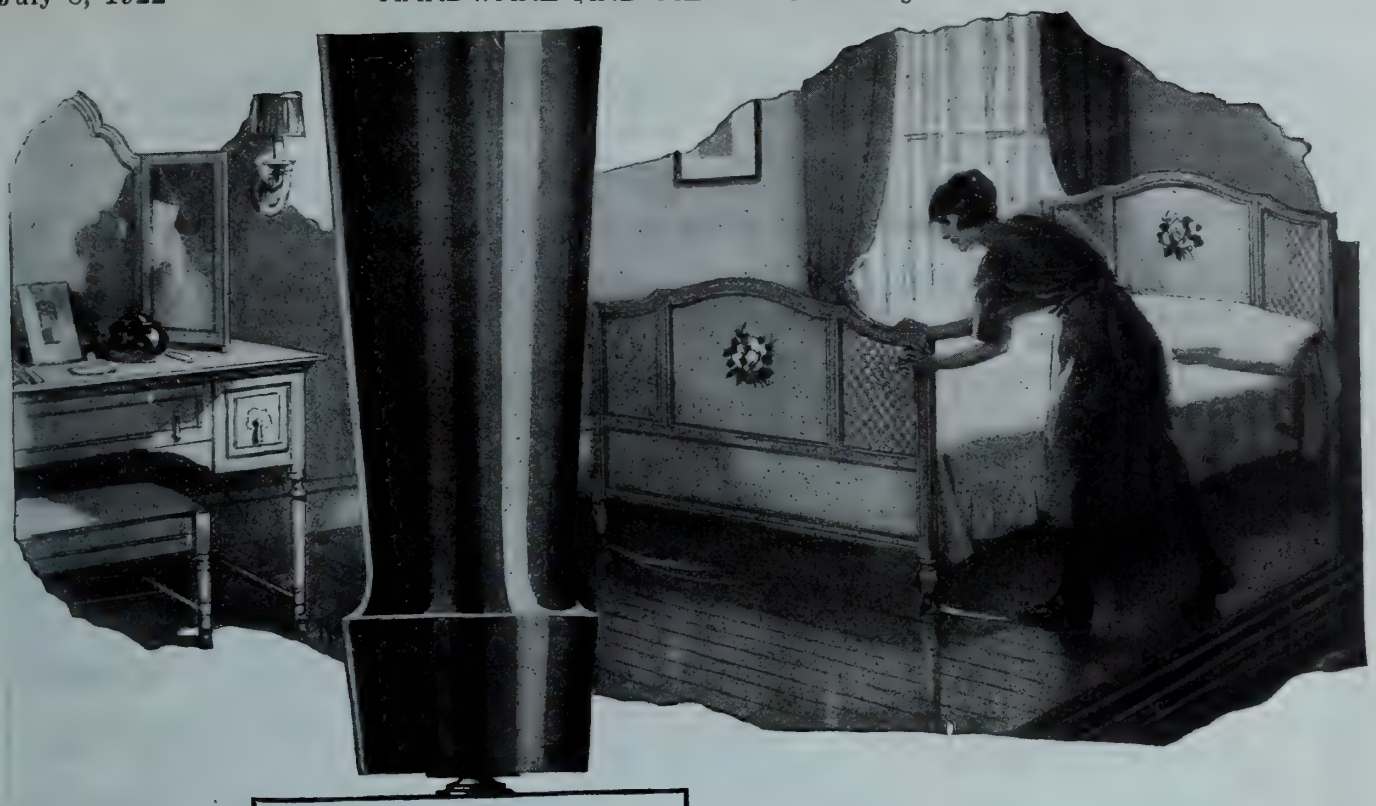


THE hardware store or mill supply store that handles "Little Giant" Screw Plates never has to explain why the "Little Giant" Screw Plate is good. Everybody is familiar with the famous two-piece "Little Giant" Die with its double bevel. The hardware or mill supply store that handles "Little Giant" Screw Plates never has to ask itself "why those screw plates don't move." "Little Giant" Screw Plates are good sellers always, because they have been known and used all over the United States for 40 years.

Send for your copy of our new catalog, No. 46A.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

If interested tear out this page and place with letters to be answered



This is the
"Neglected Inch"
—the inch between the furniture and the floor

The public has commenced to think and know about the "Neglected Inch"

FORTY years ago no one knew of appendicitis. And, because this disease was undiscovered, thousands of people yearly fell victim to its toll.

Two years ago, the "NEGLECTED INCH" was ruining floors, floor coverings and furniture the country over, because the public did not know that there were casters which moved furniture safely and without damage to rugs and hardwood floors.

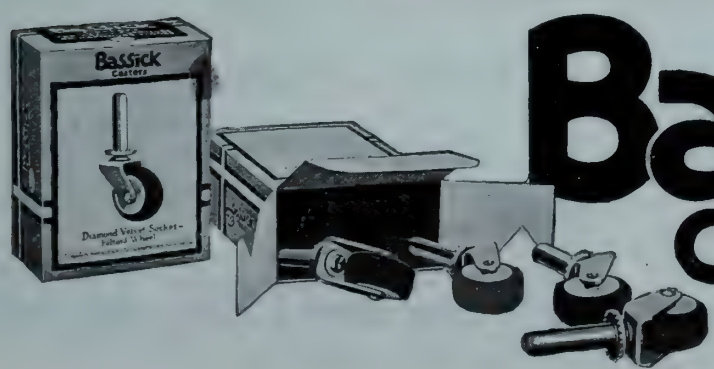
Now Bassick Casters, with their improved top bearing construction which makes for perfect swiveling, are rapidly replacing old style casters of inferior design.

The public has become caster wise and because it has, hundreds of progressive hardware dealers, who have taken advantage of the Bassick Franchise, have found that Bassick Casters are a fast selling, profit making line to carry.

Bassick Casters are popularly priced, properly packaged and backed by all the selling help you need.

Your jobber can get you Bassick Casters. Ask his salesman the next time he calls.

Canadian Sales Agent
J. A. RAMSAY, 350 Adelaide St. West, Toronto, Ont.
THE BASSICK COMPANY, Bridgeport, Conn., U. S. A.



Bassick Casters

For thirty years the leading makers of high grade casters for the home office, hospital, warehouse and factory.

Black Diamond Files

for satisfaction

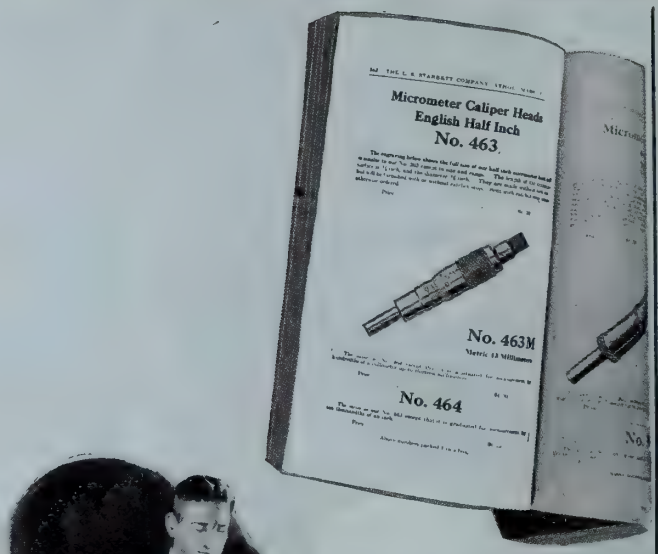
Black Diamond Files have satisfied the most exacting users of files since they were first made in 1863. Men who know files prefer them for their keenness and durability. Ready to cut when you buy them

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

New Tools You Should Know



MICROMETER CALIPER HEADS

Nos. 463 and 464

Starrett Micrometer Caliper Heads are designed to facilitate the taking of fine measurements in connection with tools or machines to which they are attachable. Recent additions to the Starrett line of these micrometer heads are No. 463, a half inch micrometer head graduated to thousandths of an inch, and No. 464 which is similar to No. 463 except that it is graduated for measurement by ten-thousandths of an inch. Both No. 463 and No. 464 Starrett micrometer caliper heads are furnished with or without the Starrett ratchet stop. Consult your copy of the new Starrett catalog No. 22 "MA," page 162, for full description and illustration of these new tools. If you haven't a copy of this catalog handy, write for it—and also ask for the Starrett booklet—"The Tools Mechanics Buy." Both books will be sent promptly on request.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered

STANLEY TOOL CHESTS

No. 888

ASSORTMENT "D"

Includes the following tools:

Zig Zag Rules No. 04.
1 Hammer No. 12, 13 oz.
1 Screw Driver No. 20, 3 in.
1 Band Saw, 16 in.
1 Try and Mitre Square, No. 2, 6 in.
1 Marking Gauge No. 62.
1 Bench Bracket No. 203.
1 Plane No. 110.
1 Wood Chisel No. 20, ½ in.
1 Bit Brace No. 945, 8 in.
1 Auger Bit ⅜ in.
1 Gimlet Bit.

WOOD WORKING TOOLS

for boys, the home owner and "handy man about the house." They are tools to make things with, and are of a quality and accuracy that assures a good job. The assortment contains master tools, only tools used by master carpenters for two generations.

We are advertising them extensively to help you sell them. Let us supply you—FREE—imprinted circulars, newspaper electros and a handsome 36″ x 30″ cut-out featuring Stanley Tool Chests No. 888.

STANLEY S.W.

The Stanley Rule & Level Plant

NEW BRITAIN — The Stanley Works — CONNECTICUT

Canadian Representative:
A. MacFarlane & Co., Ltd.
Coristine Bldg., Montreal, Que.

If interested tear out this page and place with letters to be answered

A PIECE OF TABLEWARE

may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

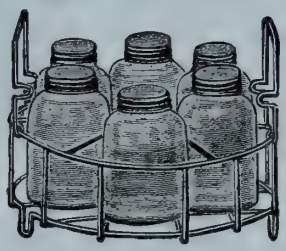
A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware and Metal is verified by the A.B.C. Hardware and Metal is the only publication of its kind in Canada that will supply an A. B. C. Audit.

The "Cold Pack" Home-Preserving and Canning Outfit



HERE is another good seller to add to the already popular Davidson lines—a practical yet very simple canning outfit suitable for the average home.

Tell your customers that by preserving the "Cold Pack" way it is possible to preserve more of the fresh garden flavors than by any other method. This outfit permits fruits, jams, jellies, vegetables or meats to be steam-boiled in the actual stone jars which are suspended in a specially constructed wire rack which fits our No. 18 cook pot.

The complete outfit comprises

an 18 qt. Enameledware Cook Pot and a Wire Rack (to Hold 6—1 qt. Jars)

The pot measures 13 inches diameter by 9¾ inches deep with cover. Rack is made of strong steel wire with lifting handles and feet which keep the jars clear of pot bottom when boiling. Jars can be removed separately and when not in use for canning, the pot can be used for general kitchen requirements.

Each outfit contains full cooking instructions with time chart for various fruits and vegetables.

Already we have received substantial orders for this new line. Have we yours?

Full particulars and quantity prices on application

The Thos Davidson Mfg Co Limited

Established 1860

Head Office and Works: Montreal

TORONTO
WINNIPEG

CALGARY
VANCOUVER

DAVIDSON

If interested tear out this page and place with letters to be answered

London Mills

Manchester Mills

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N.1.

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London,
Codes ABC. 5th and Bentleys

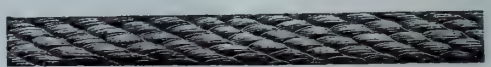
Patent Plaited Cords
Sash, Halyard & Log Lines
Venetian or Veranda Cords
Glacie Blind & Picture Lines

Solid Braided Cords
at
Ruling Market Prices

Endless Cords for Fanlight Openers

AGENTS not yet appointed. Orders and enquiries only entertained through recognized Indent Houses.

Insistion (AUSTIN'S) makes where Strength and Durability are required.



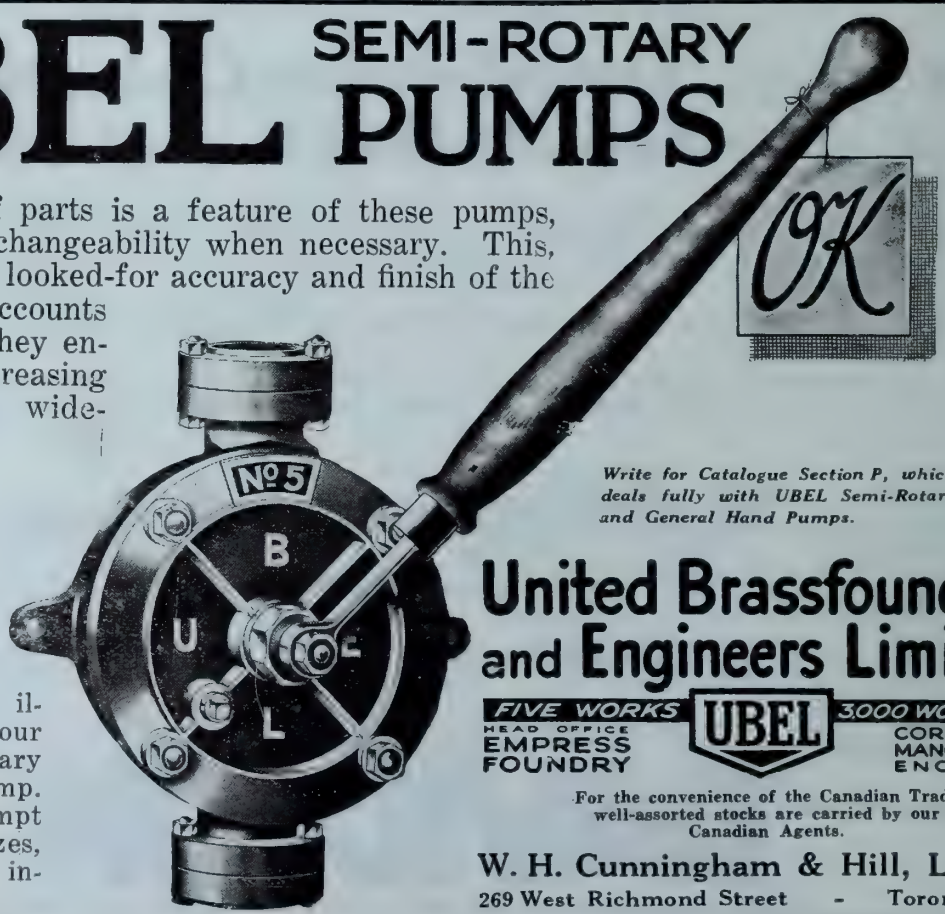
PROPELLER SOLID BRAIDED COTTON SASH LINE AMERICAN SIZE Nº 8

PROPELLER PROOFED SOLID BRAIDED COTTON SASH LINE, AMERICAN SIZE Nº 9

AJAX WATERPROOF TROLLEY CORD AMERICAN SIZE Nº 10

UBEL SEMI-ROTARY PUMPS

Standardization of parts is a feature of these pumps, guaranteeing interchangeability when necessary. This, combined with the looked-for accuracy and finish of the UBEL product, accounts for the fact that they enjoy an ever-increasing popularity and widespread demand.



Write for Catalogue Section P, which deals fully with UBEL Semi-Rotary and General Hand Pumps.

The accompanying illustration shows our Fig. P I Semi-Rotary Double-Acting Pump. We can give prompt shipment of all sizes, from ½ in. to 3 in. inclusive.

United Brassfounders and Engineers Limited

FIVE WORKS — HEAD OFFICE EMPRESS FOUNDRY — UBEL — 3000 WORKERS — CORNBROOK MANCHESTER ENGLAND

For the convenience of the Canadian Trade well-assorted stocks are carried by our Canadian Agents.

W. H. Cunningham & Hill, Limited
269 West Richmond Street - Toronto, Ont.

Repeat Sales are Certain

—when you stock and sell one of these standard brands of files.

Files wear out and must be replaced quite frequently. File customers are steady customers—when you give them what they want.

And they want one of these brands—known as the standard for over fifty years.

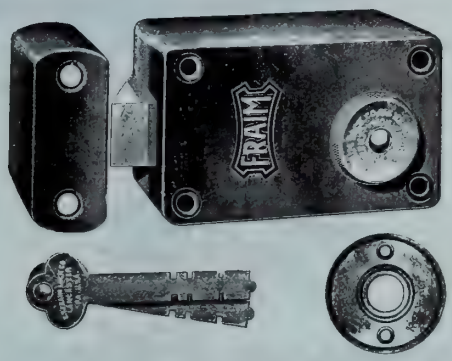
Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

TRADE FRAIM MARK

An 85 Cent Rim Night Latch



No. 73, Half Size

Thousands of people need night latches but many of them cannot afford to buy those with "pin tumbler" mechanism.

Here is an inexpensive Fraim Night Latch, having an unusually long latch bolt with one-half inch throw, that is sturdy in appearance and ample in security. It can retail at a good profit for 85 cents.

The Fraim line of Rim Night Latches includes the "warded" as well as the "pin tumbler" types.

FRAIM *Means*

Security---Economy

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
LANCASTER, PENNA., U.S.A.

Canadian Representatives:
COHOON & PUGH, 11 St. Sacrament St., Montreal
A. E. HANNA, 218 Portage Avenue, Winnipeg

If interested tear out this page and place with letters to be answered

No. 442

ARROW HEAD—Crosscut

Saws are steadily winning their way into the hands of the majority of users. This is the logical result of using HIGHEST GRADE VANADIUM ALLOY STEEL, Modern Equipment and Careful Workmanship.

T. F. Shurly Co., Limited

St. Catharines Ontario

Made in Canada

No. 440

New Prices on

TORONTO Gendron CANADA

Bathroom Fittings and Hardware Specialties

We are glad to be able to announce to the trade a general reduction in prices on bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines is over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

The Gendron Mfg. Co., Limited

Duchess Street - Toronto

Compass and Sun-Dial

Retail Prices

$1.50

Trade Prices:

Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

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WELLWORTH

Electric Coffee Percolators

In Aluminum or Copper Nickel-plated.
Two sizes.
Welded Spouts—Renewable Elements.
HEAT VERY QUICKLY

Also a variety of designs and sizes of Coffee Percolators in ordinary heating types.

ALUMINUM CASTINGS—Let us make your special castings for you. Guaranteed accurate and flawless.

Write for our catalogue and price list of the Wentworth lines of Aluminum, Brass and Copper Goods.

Wentworth Mfg. Co., Hamilton, Can.

FRANK WOOD

LIMITED

Helm Works, Arundel St.,

SHEFFIELD

CODE: A.B.C., 5th Ed. CABLES: "Expedite" Sheffield

Table Cutlery & Carvers
in
Ordinary or Stainless Steel

Carvers in Cases a Speciality

Cabinets of Cutlery

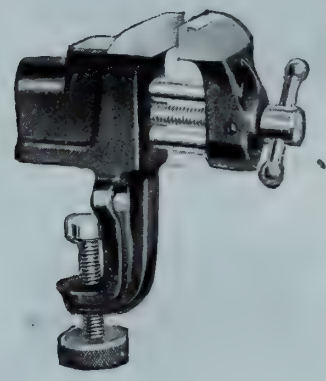
Spoons and Forks

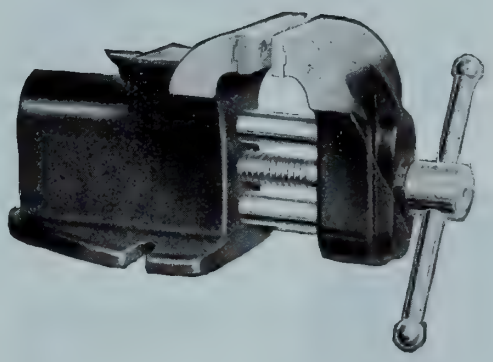
Fish Eaters

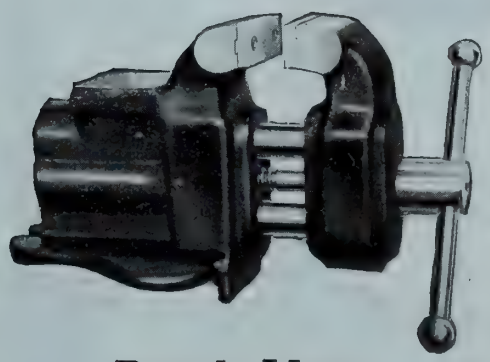
Small Case Goods

GOODELL-PRATT

1500 GOOD TOOLS







Bench Vises

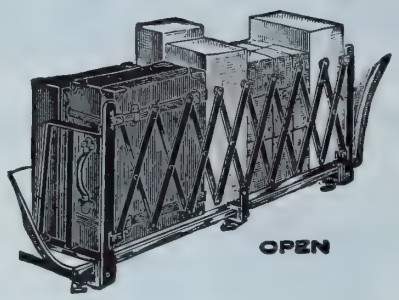
An exceptionally attractive line that sells readily wherever it is displayed.

GOODELL-PRATT COMPANY
Toolsmiths
Greenfield, Massachusetts, U. S. A.

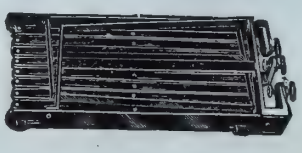
An **ADAMSON** PRODUCT

For Sale by all Jobbers.

Patented in Canada Sept. 21, 1921
Infringers will be Prosecuted



STANDLEY



TYPE A—Carrier, $5.00 TYPE B—Carrier, $4.00

Adjustable Luggage Carrier, for suitcases, parcels, etc. Being adjustable to amount of baggage, there is no bouncing. Fits any car and can be put on without tools.

Adamson Manufacturing Co.,
Hamilton - Ontario

We are Ready To Ship Quickly HANDLES

Axe, Hammer, Peavy, Pick and Cant Dog Handles of the finest, selected, second growth Hickory, White Ash, and Maple.

We are prepared to serve you with prompt shipments, either immediate or deferred, as you please.

Additional strength and superior quality is assured by the extra pains we take to split all stock the right way of the grain. We also make the better kind of baseball bats of clear, straight white ash.

Write for details and prices.

DARRAH BROS.
SUTTON, QUE.

Shingle Saw

CIRCULAR SAWS

Solid Tooth—Inserted Tooth

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades

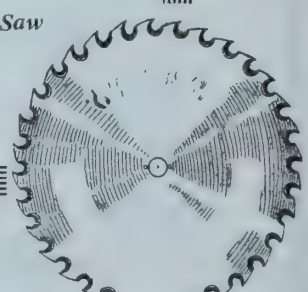
Quality and Prompt Delivery

are first principles with us. In ordering from us you have confidence that you'll get your order filled promptly and that the goods will be dependable, quick-cutting, flawless saws when you get them.

We Warrant Every Saw

Le MANUFACTURE De SCIES De LEVIS

Levis, Quebec, Canada



Inserted Tooth Saw

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

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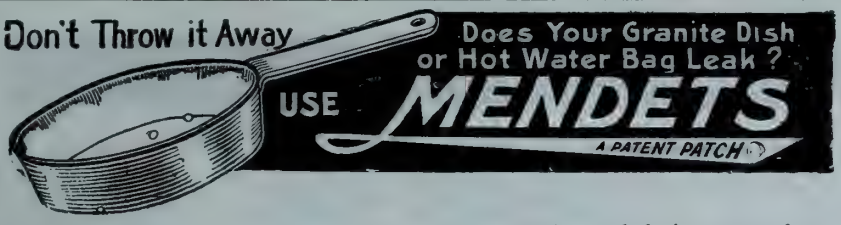


A Suggestion Creates Desire so Display Mendets

There is desire created by suggestion and desire to purchase means another sale.

Display **Mendets** and you will be sure to continue making sales. They are performing a service in every home by mending metal and rubber utensils and are meeting the popular demand, consequently the sales will increase.

Ask your jobber for a display case.

Collette Manufacturing Company, Collingwood, Ontario

Christopher Johnson & Co.

Western Works, Sheffield, England

CUTLERY MANUFACTURERS

The Wholesale Houses can supply

FLAG BRAND CUTLERY

Noted for nearly a Century for Consistent Quality and High Class Finish.

TABLE CUTLERY

Pocket and Pen Knives,

Scissors and Razors.

Representatives:

F. SARA & CO.

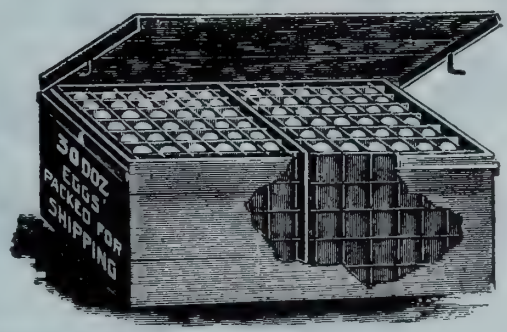
1309 12th St. West

CALGARY

A Keen Argument

THE FLAG BRAND

How to avoid Egg breakage



One broken egg in a crate will destroy others—and no one wants to receive a crate with any broken eggs.

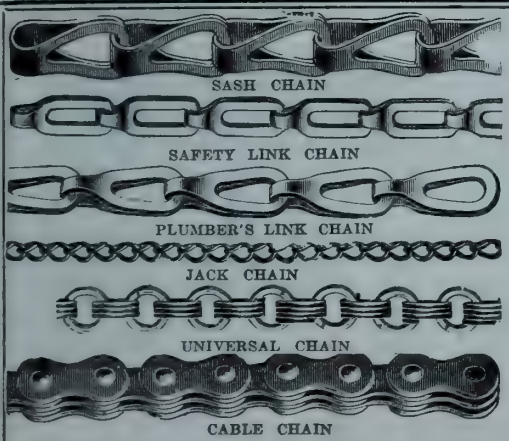
For extra long hauls recommend **Special No. 1 Fillers.** They are calendered to a hard, smooth surface. This makes the outside tips answer the purpose of a buffer for any shocks, jars or impacts, transmitting the force from point of impact to the opposite end of the case. This eliminates the strain on the cells and prevents telescoping. Invaluable for ocean shipments.

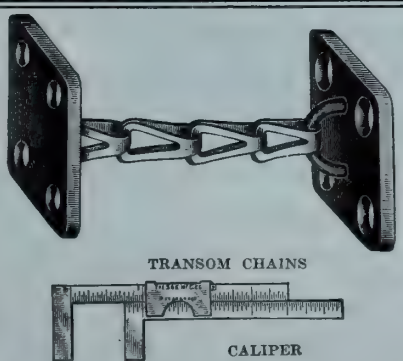
No. 1 Filler. Very high grade and good for long hauls, but not as strong as the Special.

No. 2 Filler. Should be used for local use only. Help your customers to buy the right filler to minimize egg breakage.

THE MILLER BROS. COMPANY, LIMITED

511 St. Catherine Street West,
Montreal





THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

If interested tear out this page and place with letters to be answered

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

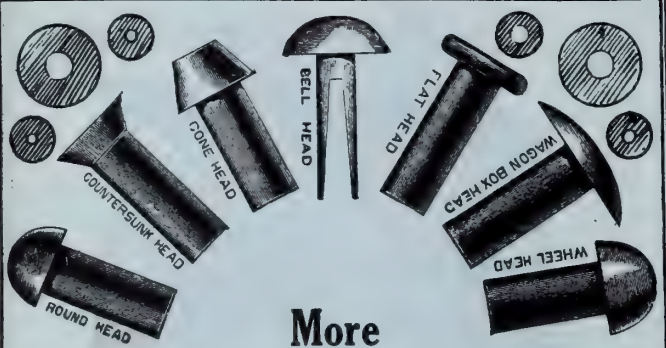
We ship while others are thinking about it.

WHEELER & BAIN, LTD. **TORONTO**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

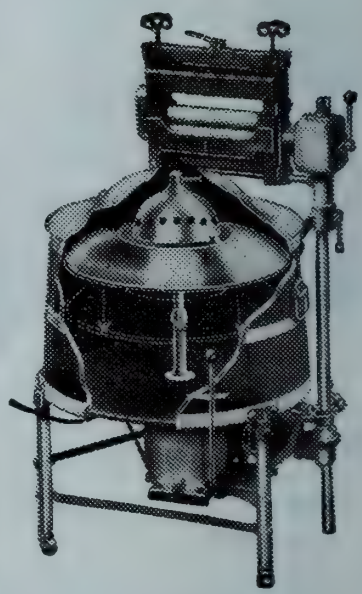
—Adjustable to size of washing;

—Heavy cypress tub **holds** heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED
St. Mary's, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

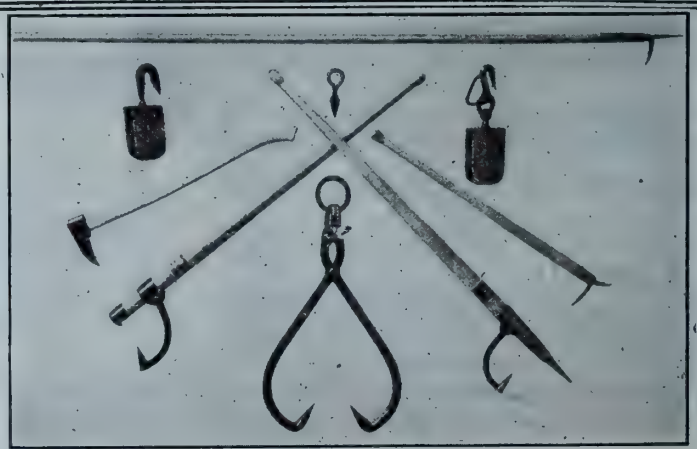
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

Laidlaw Products

NO EXPENSE has been spared in making Laidlaw Products the best of their kind on the market.

When you're selling a line of goods that have the reputation that Laidlaw's have, you will reap the benefit in the way of repeat sales.

Put in your order now, we can ship promptly.

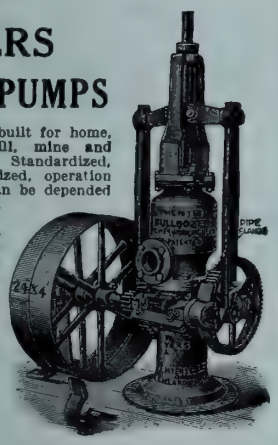
The Laidlaw Bale Tie Co., Ltd.
Hamilton, Canada
Say "LAIDLAW Products" to your Jobber.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

THESE COLD BEND TESTS SHOW LONDON BAR IRON is made right to make good for you

Its superior quality makes it popular with the trade

LONDON ROLLING MILL CO. LIMITED
London -- -- Canada

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The Publisher's Page

TORONTO JULY 8, 1922

They Are a Cold-Blooded Lot

A SUCCESSFUL retail merchant, who has worked up a large business and is substantially rated in mercantile rating books, was telling the writer a few days ago of the difference between some of the firms with whom he does business. Referring to two firms in particular he said:

"Firm No. 1 is a fine firm with whom to do business. They make you feel that they want your business, and we give them a lot of our business. The sales-manager makes it a point to drop in and see us at least once a year. We receive letters from them occasionally thanking us for our business, or for big orders which we frequently place with them. We read their ads in your paper giving us reminders of seasonable lines and talking points on many lines which they sell. There is an atmosphere about their business methods which makes you feel that they want your business, and that they will try to give you good service and a fair deal."

"Firm No. 2 seem to me to be a cold-blooded lot. Perhaps they do not mean to seem cold, but the only time they seem to think of us is when they want our order. At one time we gave them a considerable amount of business, but never could warm up to them. They always gave you the impression that they were doing you a favor by allowing their traveller to call on you. Except for the travellers' calls we never heard from them, other than receiving an invoice or draft covering our purchases. The prices of this firm are just about the same as the other, but we prefer to place our business with the company that shows an interest in us, and apparently in the retail trade generally."

Moral—"It does not pay to neglect customers these days. Think it over."

HARDWARE & METAL

Office of Publication:

143-153 University Avenue **Toronto, Canada**

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

G. PERKINTON
Broad Works, Broad Lane,
Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery

Wholesale Shippers
Agents

HALE BROTHERS
318 St. Paul St. West
MONTREAL

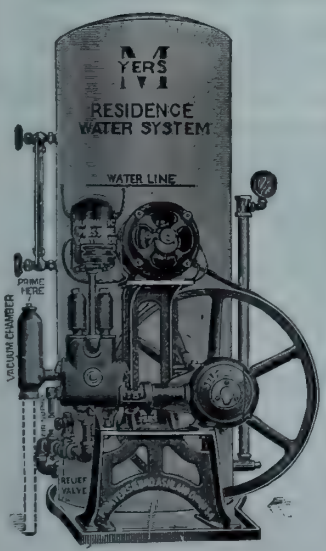
PNEUMATIC

WATER SUPPLY

SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep.



The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System Catalogue and prices. Now is the time to interest your customers.

The
STEEL TROUGH & MACHINE CO., Ltd.
Tweed, Ont., Canada

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire. ranging in size from .004" to .500".

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Everything For Golf

G. BRODIE BREEZE & CO.

(THE SCOTCH HOUSE)

GOLF CLUB MAKERS

182 Trongate, GLASGOW, SCOTLAND

GOLF CLUBS BAGS and BALLS

GOLF PROFESSIONALS' SUPPLIES

GOLF GREEN KEEPERS' SUPPLIES

Export Orders Solicited. Write For New Illustrated Catalogue

Cable--BROBREES--GLASGOW. Established 1888

No. 9990

'COCK KNIFE

Corporate Trade Mark Granted 1772

Rawson Brothers

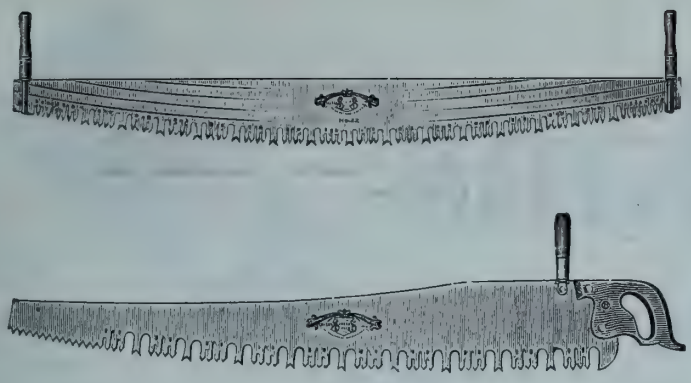
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO.

281 McDermott Ave. - WINNIPEG

Stocks Always on Hand



SIMONDS

Crescent Ground
CROSS-CUT SAWS

Dealers who carry this line are assured of Satisfied Customers and reasonable profits. Write for Dealers' discounts and selling proposition.

Simonds Canada Saw Co., Limited

"The Saw Makers"

St. John, N. B. MONTREAL, QUE. Vancouver, B. C.

Brantford
Crystal Roofing

Makes a most artistic roof at a moderate cost, one that is easily laid and is in every way thoroughly weatherproof.

It is of the same quality and has the same surfacing as the famous Brantford Asphalt Slates. The colors—dark red and green—are the natural colors of the slate and are unfadeable. It is a high-class roofing and gives an attractive appearance to any building. Made in two widths: 18 inches wide, approx. 85 pounds; 32 inches wide, approx. 95 pounds per square.

Brantford Roofing Co., Limited

Head Office and Factory,

Brantford, Canada.

Branches at:

TORONTO
MONTREAL,
WINNIPEG,
HALIFAX.

Those that want a reliable saw always choose the "Maple Leaf"

They have gained a great popularity during the years they have been on the market.

Made on a high-standard basis that wins satisfactory sales and repeat orders for the dealer.

Both foreign dealers and those in Canada have recognized them to be supreme in quality and service.

They are known as the "World's Best Saws."

Shurly-Dietrich Co., Ltd.

GALT, CANADA

BRANCHES:

VANCOUVER; Agencies throughout the World

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

ALLIGATOR

TRADE MARK REG. U.S. PAT. OFFICE

STEEL BELT LACING

BEST for high or low speed; light or heavy duty belts.

Never lets go. Only a hammer to make a perfect joint. Sold by all leading jobbers.

WRITE NOW for valuable hand book "Short Cuts to Power Transmission."

FLEXIBLE STEEL LACING CO.

4657 Lexington Street
Chicago, Ill., U. S. A.

135 Finsbury Pavement
London, E. C., England

Reg. U. S. Pat. Office

If interested tear out this page and place with letters to be answered

Meakins
Brushes

The name that stands for Brush Satisfaction

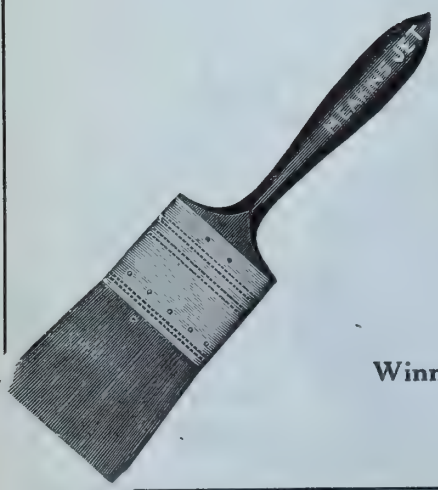
Unsurpassed in workmanship, material and service, Meakins brushes will give greater satisfaction than any others.

In 1852 we commenced business and since then our brushes have been a standard of brush-making in Canada.

"As good as a Meakins Brush"—this has been the argument to sell the obscure lines of brushes.

Every merchant desiring to do more business and enjoy a greater turnover will find these brushes just to their liking—they have a good reputation and are easy to sell.

See our latest catalogue



Meakins & Sons

LIMITED

Hamilton, Ont.

Warehouses :

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.

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GLASS

Have you seen the new Visor Glass for Automobiles?

The glass used in these is clear color—not obscure—and kills all glare.

They are restful and invaluable to the motorist who is anxious to drive in comfort.

We supply frames and glass complete, giving the choice of three colors—Amber, Green and Blue.

ALL COLORS ARE PERMANENT AND WILL NOT FADE.

Ontario Plate Glass
LIMITED
Hamilton, Ontario.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

Sell Him A "Signed" Valve

Meet every customer's valve requirements with valves bearing the Jenkins name and the Jenkins Diamond Mark—the guarantee of a factory-tested valve that will always measure up to expectations.

Pictured here is a Jenkins Rapid Action Valve—a valve that's ideally suited for every service where a satisfactory quick-opening is desired.

The action of this Valve is not only quick and efficient but is ever dependable—due to the customary careful designing and exacting construction characteristic of every Jenkins Valve.

See the complete Jenkins line pictured in Catalog No. 8—free on request.

JENKINS BROS. LIMITED
MONTREAL, TORONTO
WINNIPEG, VANCOUVER

European Branch
6 Great Queen St. Kingsway, London, W.C. 2, England

Jenkins Valves
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV JULY 8, 1922 No. 27

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Winchester Arms Co. Amalgamate With Simmons Hardware Company

Holding Company to be Known as the Winchester-Simmons Company—Stock to be Owned by Present Winchester & Simmons Interests—A Big Move

EDITOR'S NOTE:—The announcement herewith of the amalgamation of the Winchester Arms Company with the Simmons Hardware Company, of St. Louis, will come as a distinct surprise to the Canadian trade. Affecting, as it does, two of the world's largest hardware concerns, the future of the new organization will be watched with interest by the hardware trade of the entire world. When the new Winchester merchandising plan was announced in Hardware and Metal two years ago, letters poured in from all parts of Canada, asking if the plan was to be adopted in Canada. As a result of the interest stirred up at that time the sales manager of the Winchester organization was invited to come to Canada and address the hardware convention at Hamilton. The complete address, along with details of an interview by Mr. Maycumber with Hardware and Metal, appeared in our paper at that time. It was intimated that the question of the Canadian field was under consideration, but that no immediate entry into Canada was contemplated.

It is understood that the new combination of the Winchester and Simmons interests will be under the control of the Winchester management. The announcement of the Winchester merchandising plan at its birth created somewhat of a sensation. Predictions followed quickly. Some predicted an early downfall of the plan, others thought it a good idea and one in line with the rapid changes which are taking place in modern merchandising. Whether this latest step is an indication of the success of the plan, or an indication of the necessity of a jobbing house in connection with the successful working out of the plan, one cannot say at present. It is significant, however, that over 1,000 merchants attended the Winchester convention last week, which Winchester officials claim is a greater number than attend the National Hardware Convention of the United States. The Winchester Company also claim to have over 3,000 Winchester stores in the United States on a dealer-business and profit-sharing basis. After reading the official statements which follow, the question arises, "Has it been found that the manufacturer-to-retailer idea will not work successfully without a jobbing house, when applied to the distribution of hardware lines generally?"

ALTHOUGH all the details of the plan have not yet been worked out, the Winchester and Simmons organizations have formed a combination which will be under the control of the Winchester management. J. E. Otterson president of the Winchester Company has made an official announcement as follows:—

"The majority interests of the Wincester Company and the Associated Simmons Hardware Companies beg to announce that they have entered into a contract to combine the two interests under a common management and they will hereafter be operated jointly.

"The Winchester Company will operate as the manufacturing organization and the Associated Simmons Hardware Companies will operate as the distributing organization.

"The Associated Simmons Hardware Companies will continue the operation of their hardware jobbing business as heretofore and in addition will act as distributors of Winchester products to the Winchester stockholding agents, and for this purpose the sales, warehousing and distributing organizations of Winchester and Simmons will be combined and hereafter be operated as one.

"The combined interests will be operated through a holding company to be known as the Winchester-Simmons Company, the stock of which will be owned by the present Winchester and Simmons interests and both interests will have representation on the board of directors."

The Simmons Company operate warehouses at St. Louis, Wichita, Sioux city, Minneapolis, Toledo, Los Angeles, Boston, and carry a force of about 500 salesmen. Until war conditions created difficulties, the Simmons Company also operated in Canada.

The Winchester Company and its subsidiaries have warhouses at New Haven San Francisco, Los Angeles, Kansas City, Atlanta, and Chicago.

Simmons have factories at Waldon, N. Y., Philadelphia, St. Louis and elsewhere. Winchester in addition to its plant at New Haven, operates the Barney and Berry plant in Springfield, Mass. and the Mack Axe Company at Beaver Falls, Pa.

Has Come Through Adversities

President Otterson in his address to the Winchester dealers dealt with the problem of the organization during the past two years. He said in part:—

"We undertook some two years ago an effort that was revolutionary in the hardware trade and I think, in the business world. We thoroughly believed in it at that time. We undertook it well knowing that we had a tremendous job ahead. We did not expect quite so serious a business depression and we did not expect some of the complications that have arisen. But they have arisen and the organization has come through in fine shape. I believe that we have made progress. I believe that we are going to win out and I am glad for the sake of the organization that the business depression did come, because it brought to the organization that kind of test that could not have come to it otherwise."

Referring to the Home Organization, some of whose representatives had previously been introduced to the Convention by Mr. Maycumber, Mr. Otterson said:

"Every member of this organization

that you have not met this morning is a stronger and better man by reason of the adversities of the last two years. And so I want you to feel that the Winchester movement is now planted on firmer foundations than would have been possible if we had not had the business depression. When you consider that we here undertook a great new thing, that we got all spread out in our effort when we were hit by the business depression and that we were able to come through it safely, I think you must realize something of the strength of this institution of Winchester.

"You are here to judge of these things for yourself and I would like your observations to be based on that which you see rather than that which I tell you about. We believe that you will find the evidence here before you that progress has been made, that we are successfully on our way, that we have a fine line of new products. And we believe that we have gotten into them that magic thing we struggled for in the beginning—Winchester Quality."

Continuing Mr. Otterson reviewed Winchester's progress in setting up warehouses to provide better service for Winchester Dealers and stated that the warehouses established are making rapid headway and should be very profitable indeed. The San Francisco Warehouse, which on January 1st of this year was incorporated under the name of The Winchester Company of the Pacific, has shown a profit since its inception and is regarded as a sure success.

New Principle in Hardware Field

"When we started on this plan," said Mr. Otterson, "we initiated a great new principle in the hardware field. We conceived that future business required that the cost and expense of distribution be reduced. We sought to tie the consumer closer to the manufacturer, and as an initial step in the work we sought to tie the retailer closer to the manufacturer.

"We believe that the course of business in the future is in the direction upon which we have started. We believe that the cost of distribution is ultimately going to be cut down. It costs as much to distribute to-day as it does to manufacture, and half of what the consumer pays for an article is paid for the distribution of that article from the factory to his hands. We believe that somehow or other in the course of the next fifteen or twenty years there is going to be an evolution in this respect that will bring about changes."

Predicts More Combinations

"Some twenty years ago the great fear in this country was the growth of corporations and combinations and at that time there was a tendency for corporations of one kind to draw together. Two manufacturers of one class of article would come together for the purpose of creating a larger manufacturing plant. I believe that there are going to be consolidations and combinations in the business world in future and that these consolidations and combinations instead of being in parallel like the two manufacturing plants doing the same thing, coming together, they are going to be in series, the manufacturers and the distributor getting closer together. Instead of being in team they are going to be in tandem and we believe that the greatest economies in distribution are going to be effected by the co-operative combined effort of the manufacturer and the distributor.

Strength Rests With Retailer

"We believe that the strength of distribution ultimately rests with the retailer who sells the goods directly to the consumer and represents the manufacturer in that transaction and so we want to build up our distribution strength upon you and your effort. But at the same time we want to bring to you the finest distributing warehousing service in the world in order that you may not be at a disadvantage as compared with other retailers. And so we are trying to build up a warehousing organization and a distributing organization that will be worthy of the Winchester Plan and will serve your purposes as well as ours.

"During the process of building up our branch warehouses we have been urged constantly by our agents in many parts of the country to go into the general jobbing business in some form, to go into co-operative buying, to provide buying facilities in order that you might receive the benefits of buying in large quantities and buying directly from factories. We have seen the advantages that might grow out of such an arrangement, but we have been reluctant to undertake anything of the kind, first because we had our hands full with the things that we were already attempting to do and we did not seek to take on other work that might involve the success of that work which we had already started. We have sought a method of accomplishing these purposes that would bring us immediate results without all of the tedious processes of development that we have had to go through in bringing this Winchester Plan to its present state.

"As a result of this thought and consideration we have entered into a contract for the combination of The Winchester Company and the Associated Simmons Hardware Companies. This combination will be formed by joining the interests of Simmons and their stockholders with Winchester and their stockholders in one company which will hereafter be operated as one, the Simmons Company performing the work of distribution and the Winchester Company performing the work of manufacture. This combination will be under the control of the Winchester management so that the Simmons Hardware Company as well as the Winchester Company will in future be operated in your interests."

After giving in round figures the production capacity of the Winchester plant, and the distributing strength of the Simmons Company, Mr. Otterson continued:

"By this action we are joining together the largest single manufacturing establishment manufacturing and distributing to the hardware trade, and the largest hardware jobber in the world. We believe that it is an unbeatable combination. We intend to direct it to the further and complete development of the Winchester agency plan. We believe that it will facilitate the development of this plan and that it will bring to you and to us results that we could not get so quickly in any other way. I ask of you to give this the same support, the same loyalty in future as you have given the Winchester Plan in the past. I believe that this is the most forward movement in the whole business world."

ANOTHER FRAUD AGAINST RETAILERS IS CHECKED

Fraudulent representations to retailers through misuse of the names of prominent national advertisers enabled a certain private advertising corporation in the United States, engaged in the sale of electric flash signs for advertising purposes, to make headway in a nation-wide membership campaign until checked by the warnings of the National Vigilance Committee of the Associated Ad Clubs of the world.

This advertising association sold membership contracts to retailers under which they agreed to display in their stores electric flash signs advertising national products for which the retailer was to receive a monthly payment of one dollar per sign. In most cases the national advertisers know nothing of their names being used for this purpose and many of the company's representatives became trained "gyp" artists selling memberships and collecting money from retailers and giving no record whatever of them. Thanks to the protective service this fraud has been checked.

RAIL ORDER FOR ALGOMA STEEL CORP.

Sault Ste. Marie, Ont.—W. C. Franz, president of the Algoma Steel Corporation, has been advised that the Canadian Pacific Railway has accepted his figures for a rail contract for 48,000 tons.

Two of the blast furnaces have been in operation and a third will be blown in as soon as docks are up in readiness to handle the necessary ore. It is expected that the rail mill will be able to start operations immediately.

TO MAKE RADIO SETS

Complete radio sets and parts are to be manufactured in the McLean Holt Co.'s plant on Albion Street, St. John, N.B.

The new manufacturing company will be known as the New Brunswick Radio Corporation, of which J. L. McAvity will be president. It will manufacture complete receiving sets of different types. The first sets will be equipped with crystal detectors.

Rapidly Increasing Steel Prices Offset Effect of Slight Freight Rate Reduction Made This Week

According to the Opinion of Numerous Metal Merchants—Steel Now Quoted as High as $1.80 Base Compared With $1.30 a Few Months Ago—Freight Reduction of 3 Cents Per Cwt Will Be Offset By Increase in Exchange

EDITOR'S NOTE:—In last week's issue of Hardware and Metal the question of possible freight rate changes was taken up. The action of the Parliamentary Committee in suspending the Crow's Nest Pass agreement except on grain and flour was outlined and while no action was taken at that time to put into effect the lowered rates on basic commodities as offered by the railways, it was pointed out that the plan finally decided upon left a sufficient margin between the revenue loss to the railways by the plan suggested by themselves and that of the plan finally adopted by the committee, to justify the railways in lowering the rates on certain basic commodities. This week this reduction has been made amounting to 7½% from existing freight rates on forest products, building material, brick, cement, lime and plaster, ores, pig iron, blooms, billets, wire rods and scrap iron. The reduction is not as much as that contemplated last week, but the comments of various authorities in the hardware trade as outlined in last week's issue of Hardware and Metal are of much interest in view of the action now taken. Added to these are some further comments of various manufacturers as to the effect of this change upon hardware commodities.

"THE SLIGHT freight reduction comes along at a time when the basic price of steel is mounting rapidly," said J. G. Near, manager Peckover's Ltd. Steel merchants of Toronto, in discussing the subject with Hardware and Metal. "The freight rate reduc is so slight that it is lost track of in the upward shuffle of prices.

"Some very few months ago, steel could be bought in large quantities at Pittsburg at $1.30 base, and many firms this country filled up their stocks at that low level. This week we were quoted in carload quantities $1.70 base and the mill has quoted even as high as $1.80. This simply means that Canadian producers of steel are re-figuring their price schedules based more on the actual prices obta ning and conditions ruling at Pittsburg.

"The freight reduction amounts to slightly less than 3c. per cwt. and to be entirely frank, we do not think that the trade here will take cognizance of that slight reduction. True the tendency is the right way, and will in time have that effect but as pointed out, for the time being it is such a slight reduction and the advance in basic values so marked that it is lost sight of.

Exchange Increasing

"Then there is the indication of a slightly worse exchange situation, it being freely predicted that exchange will very shortly go to at least 3 per cent., and probably remain at that figure for some considerable time. This in itself offsets the freight reduction so far as Canadian distributors of steel are concerned."

G. Hood, sales manager, The D. F. Jones Mfg., Co., Ltd., Gananoque, Ont., shovel manufacturers, states:

"We have no great hope that the reduction will have any marked effect in lowering costs for 1922. In fact actual transactions in steel and fuel oil (always dominant factors in our costs) have been at advanced prices, and it is our prediction that neither the 7 1/2 per cent. reduction in Canadian freight rates nor the 10 per cent. reduction in the U. S. rate will have ay effect in reducing high cost conditions this year."

Have Good Effect

Pointing out that the reduction of 7½ per cent. on pig iron, billets and wire rods which goes into effect on August 1 will have a good effect, G. Spence, sales manager Steel Co of Canada, Ltd., Hamilton, adds that the reduction is small and consequently will have a similarly small effect on manufactured articles. Many manufacturers expected a greater reduction.

"The coal strike has no doubt affected the steel maker both in Canada and the United States, but production of steel has been on a very fair basis and whether the coal supply will permit it to continue is something which time alone can tell. Business conditions are good in steel products generally, particularly so in Ontario and the Northwest. Local conditions are favorable, there is considerable business and most factories are enjoying good business."

Lowers Production Costs

F. B. Leslie, of A. C. Leslie & Co., Ltd., iron, steel and metals, points out that the freight rate reduction will mean somewhat lower costs on production of commodities but this is unlikely to have any decided effect on business generally. The reduction in cost is said to be hardly likely to change prices on finished material.

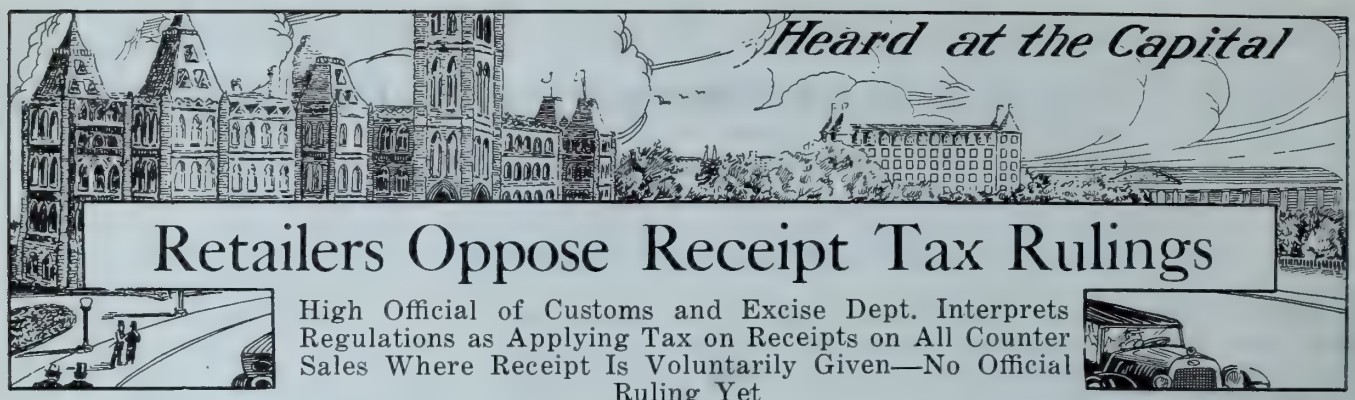
A consideration of the situation indicates that the freight charges on those commodities which were raised by the judgment of September 13, 1920 to 140 per cent. of their former level in Eastern Canada and 135 per cent. in Western Canada, which receded to 135 per cent. in Eastern and 130 per cent. in Western Canada on Jan. 1, 1921 and further to 125 per cent. in the East and 120 per cent. in the West on December 1, last. are taking another drop. Those rates after August 1 next will still be 17½ per cent. higher in Eastern Canada and 12½ per cent. higher in Western Canada than they were prior to September 13, 1920. The judgment also reduces the rates on coal other than anthracite and coal moving westward from the head of the Great Lakes, to the basis which prevailed prior to September 13, 1920. The board also orders that schedule A rates, which means the general rate basis throughout Ontario and Quebec be extended to include the territory between North Bay and Saulte Ste. Marie. The rates on excess baggage provided for in September, 1920 have been eliminated.

Lower Rate on Class Shipments

The board further proposes some reductions in class rates on shipments between the Maritime Provinces and points west of Pt. Arthur and Ft. William. It does not concede all that British Columbia asked, namely, a reduction in mountain rates. Those have hitherto been calculated at one mile in B. C. to 1½ miles on the prairies. They are hereafter to be on the basis of 1 mile in B. C. to 1¼ miles on the prairies.

The differential against British Columbia has been halved and rate reductions on freight traffic in the province to the extent of about 15 per cent. from existing charges have been accorded.

The rate reductions granted by the board, plus the decrease in rates on grain and flour eastbound from the prairies, made by the legislation passed during the session of parliament and the cuts in international rates, would result, on the basis of last year's traffic, in a revenue loss of $22,000,000 to railways.



Retailers Oppose Receipt Tax Rulings

High Official of Customs and Excise Dept. Interprets Regulations as Applying Tax on Receipts on All Counter Sales Where Receipt Is Voluntarily Given—No Official Ruling Yet

By Ottawa Representative of Hardware and Metal

OTTAWA, Ont.—"I would be inclined to think that the tax on receipts would have to apply to all counter sales where receipts are voluntarily given," said a high official of the Department of Customs and Excise at Ottawa.

It was in an effort to secure a definite ruling on this point that the Ottawa representative of Hardware and Metal called at the departemnt The official expressed his opinion, as above and then added: "Nothing definite, however, has been decided. We are still considering the matter and it will probably be some time before we have drawn up any regulations."

The section of the Act dealing with this matter was gone over carefully by the official and Hardware and Metal. When the former had finished reading it, the writer enquired:

"And what would that seem to you to imply?"

"I would interpret it as meaning that all counter sale receipts would be affected; but you cannot take that as the department's definite interpretation of the Act."

What "Receipt" Means

A memorandum by the department points out that for the purposes of the act, the expression "receipts" includes any note, memorandum or writing whereby any money amounting to $10 or upwards, is acknowledged or expressed to have been received.

The receipts which do not come under the provisions of this section are outlined as follows:—

(d) A receipt for or upon the payment in any bank as defined in section twelve of this Act to be accounted for to the person to whose credit the money is deposited.

(b) A receipt or document in the nature of a receipt which is taxable under any other section of this Act.

c) An acknowledgment by a bank of the receipt of a bill of exchange or promissory note for the purpose of being presented for acceptance or payment.

(d) A receipt for or upon the payment of money paid for any purpose to or by His Majesty for or out of the Consolidated Revenue Fund or for or out of the Consolidated or General Revenue Fund of any province of Canada.

(e) A receipt endorsed or otherwise written upon or contained in any instrument liable to stamp duty and duly stamped acknowledging the receipt of the consideration money therein expressed.

Cancellation of Stamps

The Act is clear on the method of stamp cancellation. It reads: "Cancellation shall be effected by the person who cancels the stamp, writing or impressing his name or initials on or across the stamp together with the true date of such writing or impressing."

The Act, nor the department's memorandum nor the department officials themselves do not make it clear who is to pay the tax in the event of it applying to counter sales.

"That is one phase of the question that we must decline to discuss at present. All the regulations governing this section of the Act, will be made public in due time," said the official.

Retailers Antagonistic

The attitude of retail merchants to this piece of legislation is one of bitter antagonism. "It is a clumsy piece of legislation, and if it goes into effect, it won't be our fault," said E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada, who announced that the board was making plans to fight the matter to a finish. "Our case is being prepared at present and we will have something very interesting to report before long," said Mr. Trowern. He added that he firmly believed the provisions would never be enforced.

AN AUTO IN CANADA FOR EVERY 19 PEOPLE

Ottawa, Ont.—Canada's registration of motor vehicles for 1921 shows an increase of more than 50,000 over the previous year, according to official figures issued by the highways branch of the department of railways and canals. Last year there were 463,484 motor vehicles registered in the Dominion as against 415,268 the previous year. Total revenues from registrations were $7,669,493.

On the 1921 census of 8,782,422 persons in the Dominion, there was one motor vehicle for every 19 persons in Canada.

SALE OF UTENSILS FOR PRESERVING TIME

(Continued from page 39)

more than two feet in width. Sometimes a circular stand can be used to very good advantage. Such a stand, mounted on casters, is sufficient to show any housewares and it can be moved to various parts of the store quite easily.

This merchant constructed such a display stand using one inch gas pipe screwed into four inch pipe flanges. On the top of the shelf these flanges are fastened directly to the shelf while underneath they are fastened to wood cleats one inch thick and five inches wide, the cleats in turn being screwed to the shelf to prevent warping and sagging. Only two braces are needed with this construction. They are made of five-sixteenths inch round iron and support the second half of the stand. The stand consists of four shelves each six feet long, the bottom one and the second one being 2 feet wide, the third shelf being 20 in. wide and the top shelf 16 in. wide.

Group Housewares

The two pieces of inch gas pipe used in making this table are placed 12 in. from each end of the bottom shelf and equal distance from each side of the shelf. Each of the three upper shelves is supported by wooden cleats in flanges on the gas pipe, the first shelf 18 in. above the bottom one, the second shelf 14 in. above the first and the third 12 in. above the second. The brace is between the bottom and first shelves opposite the gas pipe. Casters are used on the bottom of the lower shelf. The corners of the shelves may be rounded and it is well to put a 1¼ in. nosing on each shelf end to prevent stock from sliding over the end.

When the display stand is ready various lines of hardwares should be grouped according to needs. This one stand might be devoted to preserving requirements. Care should be taken that these stands are not used as storehouses for stock, they are a valuable means of moving seasonable stock and their chief value will lie in educating customers to the fact that they are the logical place to look for "specials."

Sale of Utensils for Preserving Time

Retailer Has Active Week's Business by Displaying Four Types of Utensils at Special Price and Giving a Saucepan Free With each Purchase—Take Housewares Off the Shelves and Show Them on Display Racks Where Customer Can Handle Them Says Another Merchant

A full range of enamel kitchen utensils is generally difficult to display exclusively in the windows without giving an impression of monotony, but in this arrangement by Alex Ordronneau of Ashdowns (retail) hardware store in Winnipeg, a maximum effectiveness has been secured by giving attention to the placing of the utensils, the use of various stands and the working in of some foliage to give the whole a summer atmosphere. Price tickets are shown on each line. This display helped bring a splendid week's business and might be copied by other merchants now that preserving time is here.

PRESERVING time is now beginning and before long it will be in full swing as the native fruits ripen and in turn come to market. Many lines of hardware can be featured in connection with preserving and the housewife will appreciate many of the helpful suggestions which the hardware merchant can give to save time and labor and get better results. Preserving in mid-summer is a tedious job but it can be made much less onerous by the use of correct utensils.

Elsewhere on this page is shown a window display used by A. H. Ashdown Hardware (retail) Winnipeg recently. This display is restricted to blue and white enamel ware and represents four types of utensils featured at the special price of 95 cents. These include double boilers, dish pans, potato pots, and kettles. Each article bears a price ticket. Every purchaser of enamelware during the week in which a campaign was carried on, was given a saucepan, free of charge. The advertising was linked up with the display and the combination resulted in a splendid week's business which attracted considerable attention on the part of housewives looking to the replenishment of their stock of household utensils. Some housewives lay in a new stock of utensils at Spring housecleaning time but undoubtedly many of them neglected to do this. If they are still using the old pots carried over from a severe winter's usage, it would be well for them to replace several utensils before embarking on the summer's preserving season or several pots of fruit may be spoiled.

More Ambition for Preserving

Retailers' ads are featuring kitchen utensils for preserving at present. James S. Fraser, of New Glasgow, N. S. in a recent ad says, "Prepare for Preserving. Mother has much more ambition to preserve when she has a brand new preserving kettle of shiny aluminum ware or granite ware. You can almost see the look of pride on her face when you bring one home to her. And after the berries are cooked she will put them up in——preserving jars in pint, quart and half gallon sizes. They will keep sweet because no air can reach them. And last, but not least, don't forget to order a box of rubber rings for your old preserving jars. Look over our stock of preserving supplies."

One hardware merchant who is now actively engaged upon a campaign for the sale of kitchen utensils in connection with preserving time stated to Hardware and Metal this week that he has taken note of the methods which have successfully developed business in housewares and is applying them to his store with good results. He points out that it seems to have been a time honored custom for hardware stores to fill the shelving on one side of the store with kitchen utensils. The department store recognized the fact that women like to handle clean samples, that they like to see and handle merchandise without asking a salesman to show it, that they like to know the price without asking a salesman, and that they like neat orderly displays. Acting on these facts this merchant makes a place for housewares on tables in the centre of the store and also uses wall shelving but no higher than can be reached by the average woman and there is no counter to keep customers from handling the merchandise so shown.

A Useful Display Stand

For the information of other merchants who contemplate adopting this plan, this merchant points out that any kind of table will not do. Very often a disorderly display of housewares is found on an ordinary table and underneath it is an assortment of odds and ends which are out of the customer's sight and which became dusty and dirty. Display stands should be used, not tables. In building a display stand care should be taken that it is not too big, a common fault. It need not be more than six feet long and it should be just high enough that when it is trimmed with merchandise the average person can see over it without effort. It should not be

(Continued on page 38)

"Price Cutter is a Good Business Man"

Says Paul Findlay Pointing Out That the Price Cutter Merely Takes Advantage of Opportunity Which Other Merchants Provide —How Price Cutting Can be Eliminated by Other Merchants.

SOMEONE has recently written Paul Findlay for an opinion as to what constitutes a price cutter and his answer is very "pat."

"If you stop to give it serious, careful, sober consideration," says Mr. Findlay, "unbiased by some condition which may hurt you personally maybe you will find it difficult to define price cutting.

"If by 'humping around' you can buy anything on such a basis as to enable you to sell it below regular figures and yet make your normal margin, surely that proves that others might do likewise. That probably means that the

'regular' retail price is too high and should be reduced. I should say this is good merchandising from both the standpoint of the retailer who thereby attracts trade and the public which thereby gets better service and a more equitable deal.

Advertising Popular Brands

"As to the man who advertises popular brands at cost or below to attract trade—that depends. Suppose that man figures that he can spend 2½ per cent. of his sales for advertising. On $100,000 sales that is $2,500 a year, $208.33 per month. Suppose he has the habit, so long continued as to be known by the people of his town, of using a single column, five inch space every Monday night in the local paper, and that said space, costs him $25 each week. That space, then, consumes approximately $100 each month and he has over $100 surplus.

"Now what is advertising? Is it not any paid-for means to attract business? If so, then any medium used to bring people to your store is advertising, and so long as it is legitimate, on the level, fair and not against public policy, any merchant has a right to use it. Further if this means is open to all, nobody can find fault with its use.

"So let us suppose that this man decides to consume his extra $100 per month in especially reduced prices, thereby giving his customers $100 in price concessions, who shall say this is not legitimate?

"Go further. Assume that this policy results in an increase of business so that our merchant sells $125,000 with only the added expense of an extra boy, other expenses remaining constant so that expense ratio is reduced by a sixth—say from 18 to 15 per cent.—why cannot that man divide this advantage with his customers, or give it all to them?

Giving Customers the Benefit

"Such increase would yield him $625 a year more advertising money, plus savings of $675 on expenses. He might very easily, therefore, turn back to his customers through special prices, an additional aggregate of anywhere between $650 and $1,300, and proceed to build his business further by geometrical progression.

"So what shall we say? Can we think of any way in which this freedom of action shall be curtailed? Can we honestly say that its curtailment would be for the public good? And let us remember that, however we may feel about it, the public good must set the limits everywhere.

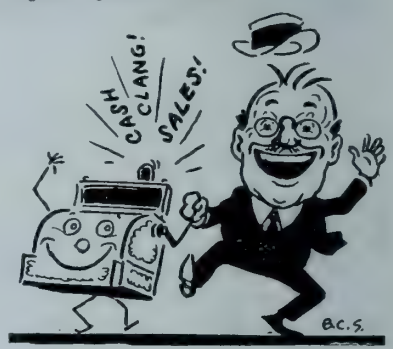
"Let us have in mind that the play of individual initiative must not be circumscribed, that the liberty of each to serve for less or serve better must not be curtailed, for from these, springs the true life of trade through wholesome competition. Thus the law of supply and demand works unhampered. What we should not want to give up ourselves we must not seek to take from others. So, what is price cutting?

"One kind is where a concern having many branches and large distribution depresses prices below the point where the business is self-sustaining to squeeze out competition. Such cutting has been subject to injunction in more than one instance. That is true piracy, illegitimate and should be stamped out everywhere.

Provides Its Own Remedy

"Another kind is where goods are sold at a general level that does not admit of earnings sufficient to carry the business. That kind is very common. It provides its own ultimate remedy through the bankruptcy courts. Trouble is, it is slow.

"The remedy I give has been used, so it is not mere theory. It is for each merchant to meet the cut prices of any merchant who makes a practice of attracting trade through prices so low as to impress you as 'cut.'



"Let every one of you, or as many as may be interested together, watch every advertisement of the man you are after and meet his prices on the specials he uses. Note that I say meet. I do not say beat. Just set out in your store, prominently, but not too prominently, every item he advertises and mark it with exactly his advertised price. Never mind how close his figure is—whether it pays or not is immaterial. Just meet his figures.

"The effect of such action as I suggest is not only prompt, but the cost to anyone is trifling. You put the cutter into the position of fighting all the rest of you."

HALF HOLIDAY BOOKLETS AVAILABLE

Hardware and Metal has prepared a handy booklet setting forth information regarding retailers' half holidays, early closings and the observance of Daylight Saving or Standard time in the cities and larger towns throughout Canada. Quite a number of these booklets have already been distributed but requests for them will be taken care of as long as the supply lasts.

TO MAKE SASH WEIGHTS

Electro Castings Ltd., Collingwood, Ont., have taken over the building and plant formerly occupied by Wm. Kennedy & Sons. This plant is equipped with a modern two-ton electric furnace, having a melting capacity of twenty-five tons per day. Turntables and cranes are all electrically operated. The company will manufacture sash weights, cast washers, coal chutes, man-hole plates, sewer grates and dome dampers.

Advertising Summer Hardware Lines

MANY HARDWARE lines which lend themselves to effective advertising in local papers in the summer months are shown herewith. Bridge Bros., Thessalon, Ont., illustrate oil stoves for summer cooking the use of which they state "means a cool kitchen with heat to cook, boil or bake at a moment's notice." Refrigerators to protect the health of the family through the medium of the food they eat are also shown. Summer sport goooods are dealt with in the ad by Ashdown's, Calgary, Alta., showing hammocks, golf clubs, bicycles, etc.

Automobile accessories always form an important part of summer advertising as indicated by the ad of J. S. Neill & Sons, Ltd., Fredericton, N.B., which says "Come to us for your motor needs. We specialize on good quality accessories and have a most complete assortment of fittings for repair work or for improving the conveniences and appearance of your auto. We will be glad to talk auto accessories with you and show you the many new improved devices we have here for motorists." In the ad by Geo. A. McMurtry Co., St. Thomas, Ont., some automobile accessory lines are also shown included among a number of other summer hardware lines.

Creeper & Griffin, Ltd., Owen Sound, show aluminum cooking utensils for preserving time along with fencing, ironing boards, screen doors and windows, tennis goods, lawn mowers, refrigerators, etc. In connection with the latter it states "hot weather without a refrigerator means waste, means money lost. You cannot afford to waste food and a refrigerator will pay for itself."

Ingram & Davey, St. Thomas, show a well laid out ad of various lines for the summer sportsmen including baseball, football, tennis, basket ball, croquet, golf supplies, and fishermen's equipment. Each line is well illustrated.

An ad on ice cream freezers by W. H. Thorne & Co., St. John, states "Kiddies love home-made ice cream. It has the delicious flavor and rich nutritive value so much needed by the growing boy and girl." Tennis supplies are also shown by this firm.

In a recent ad on refrigerators, Elliott's Hardware state "No more running down cellar. The moment one of our refrigerators goes into your home the task of preparing meals is greatly lessened. At best the ordinary cellar is damp and musty; food must be covered—the air certainly is germ laden. Apart from that look at the drudgery of taking down and bringing up perishable food at every meal. Thrifty housewives no longer consider the cellar an economy—a refrigerator is the thing to have now. No work, no worry, saves food, stands anywhere, always fresh, clean and sanitary."

Dealing with hammocks an ad by Emerson and Fisher, Ltd., St. John, N. B., says "Relax a bit these summer days. Throw yourself into a hammock in some cool, shady nook, with your favorite magazine, or simply lie there and enjoy the goodness of the great outdoors. Hammocks should form part of the comforts of the country home and no city lawn is complete without them."

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

SATURDAY, JULY 8, 1922

Many Factors in Freight Rate Situation

THE ANTICIPATED announcement of a reduction in freight rates on basic commodities, as mentioned in last week's issue of Hardware and Metal, has been made this week. This action came somewhat sooner than was generally expected but the fact that the estimated revenue loss to the railways by the rate reduction suggested by themselves was much greater than the loss represented by the plan finally adopted by the Parliamentary Committee, was sufficient indication that the balance of the revenue loss which the railways were prepared to face would be accounted for by a decrease in freight rates on other commodities. This week a 7½% general reduction on a number of basic commodities is made including pig iron, scrap iron, billets, blooms, wire rods, etc. Insofar as the steel industry is concerned the fact that prices are now mounting rapidly may offset any small effect which this minor reduction might have. However it is appreciated as a step in the right direction and it may not be very long until considerably lower rates are in effect. In this connection it will be recalled that the judgment of September 13, 1920, raised freight rates to 140 per cent. of their former level in Eastern Canada and 135 per cent. in the West. These receded to 135 per cent. in the East and 130 per cent. in the West on Jan. 1, 1921, and further to 125 per cent. in the East and 120 per cent. in the West on December 1 last. After August 1 next those rates will still be 17½ per cent. higher in the East and 12½ per cent. higher in the West than they were prior to Sept. 13, 1920.

The reduction of 10 per cent. in U. S. freight rates may have some small effect on the movement of merchandise into Canada from that country though the fact that exchange is again increasing between the two countries and now threatens to stand at about 3 per cent. for some time rather offsets this effect. For instance on the freight charge on bar iron and steel from Pittsburg to Toronto the saving of the freight reductions would amount to about 3 cents per cwt. A 3 per cent. exchange between the two countries would obviously offset the effect of this reduction.

White Lead Has Had a Varied Career

THE QUESTION of abolishing white lead in paint, due to alleged danger of lead poisoning to those handling it, has had a great deal of consideration at the hands of various bodies all the way from labor unions at various centres in this country to the Labor Conference at Geneva held in connection with the League of Nations conferences. In time the report of the Canadian representatives has been presented to the Canadian government and in an Order in Council issued this week, a draft convention interprets the question as one of regulation rather than prohibition and is therefore a matter for Provincial action. This may be the final action in a matter which seems to have little foundation in fact, but if any of the provincial governments get meddlesome and in their eagerness for legislation decide to take up this question there are dangerous possibilities involved. The paint manufacturers do business on a national scale and varying provincial regulations would be a severe handicap to all involved.

Paint Prices Join the Upward Swing

IN VIEW of the fact that other recent changes in prices on paint, varnish, enamels, etc., have been in the shape of declines, it is interesting to note that this week an increase is made on a wide range of these products, details of which are given elsewhere in this issue. It has been known that prices of materials entering into these products have been increasing for some time and therefore this action is not altogether unexpected in many quarters. Pig lead, linseed oil and certain chemicals have been advancing steadily of late. An interesting announcement is that paint manufacturers who have announced this revision state that in future they will absorb half of the Sales Tax charging the retailers only 2¼ per cent. This will probably be taken care of in the price changes due to the fact that the government according to a ruling made to Hardware and Metal this week, demands that manufacturers show the whole amount of the Sales Tax applicable to the sale, on the invoice as a separate item.

Millions to Keep Workers Idle

EMPLOYEES of printing establishments in Canada and the United States to the number of 9,000 went on strike a year ago for shorter hours and a "living wage." Yet other printers who were not called out have been able to pay to the strike fund ten per cent. out of the wages they have been getting—the same wages which were regarded as below the "living" standard by the union officials. Nearly $9,000,000 has been spent in strike pay which does not take into account loss of wages to employees, loss to employers and loss to business generally dependent upon the printing industry.

Union officials made the mistake of ignoring the economic problem and the fact that conditions were such that the public would not pay increased prices for printed products.

Why Business is "Spotty"

A NUMBER of hardware merchants in Ontario points have advised Hardware and Metal this week that business is good and becoming more active. In some cases figures for last year show a bigger turnover than during any of the war years. One retail firm reports an increase of $20,000 in turnover last year compared with the previous year despite the decline in prices. In practically each case where such improvement is reported it is not due to any local boom, but to energetic sales methods of the merchants and a more optimistic mental condition among buyers. It has been said that the depression was largely psychological, but whatever part psychology played in the matter it is but an indication of what can be achieved by merchants who take a lead in directing business into such channels where it is not easily deflected or stampeded by radicals.

Events in the Trade

BUSINESS CHANGES

Springfield, Ont.— J. A. Chambers has sold his hardware business to Robert Willis.

NEW FIRMS

A. W. Rose is now in business with a first-class store at 329 Ottawa St., Hamilton, Ont.

OBITUARY

The death took place in Toronto of George W. Weston. Mr. Weston, who was in his sixty-ninth year, was born in Simcoe, Ont., and had been associated with the Aikenhead Hardware Company, Ltd., for over 37 years.

PERSONAL

J. Fennell, sr., head of the firm of J. Fennell & Son, wholesale and retail hardware, Kitchener, Ont., is withdrawing from this business. Mr. Fennell is 85 years of age and has been identified with this business for sixty years though in recent years he has not been taking an active part in its direction.

D. B. McCoy, has arrived this week at the Toronto office of the Steel Co., of Canada, Ltd., having been transferred from Vancouver, where he was formerly sales representative for the past three years. M. McCoy will assume duties on the Toronto sales staff in succession to C. G. Knott.

Chas. Harrison, assistant sales manager, Steel Co., of Canada, Ltd., Hamilton, has returned from a summer holiday which was also a honeymoon trip; Mr. Harrison having married Miss May Pebbles while away from the Hamilton office.

HAMILTON FIRMS HOLD PICNICS

Hamilton, Ont.—The employees of the Canadian Drawn Steel Co., Ltd., and of the automatic department of the Canadian Westinghouse Co., held their annual picnics the end of last week, the former to Wabasso Park and the latter to Mountain Park.

NEW FIRM TO MAKE ELECTRIC REFRIGERATORS

Welland, Ont.—Zero-Zone, Ltd., has been incorporated with capital of $500,000 to manufacture an electrical refrigerator unit which may be applied to any refrigerator, new or already in use and is said to be adapted both to the home and for commercial use. B. A. Bascue formerly of Buffalo and now resident in Welland, is president.

BRITISH EMPIRE STEEL EXPANSION

Montreal.—It is reported that it is the intention of the British Empire Steel Corporation to spend the sum of $19,000,000 in additions and repairs to the steel plant. It is stated that engineers employed by the corporation are now engaged preparing plans for new open hearths and a blooming mill which are to cost about $10,000,000. One blast furnace is to be rebuilt and a second one extensively repaired. Other additions and improvements are to be made in the plant, it is said, the whole to cost in the vicinity of the amount above mentioned.

The money to pay for these improvements, it is reported, is to come from a large loan to be made to the British Empire Steel Corporation by two prominent American financial houses. The negotiations for loan are nearly completed.

TRADE ASSOCIATION PICNIC

The Queen St., West, Business Men's Association of Toronto, which includes J. Caslor, W. H. Lake and some other hardwaremen, held their annual picnic at Exhibition Park on Wednesday of this week. A sixteen page booklet was printed containing the program and advertisements of district retailers. A number of races were run and other sports indulged in. A. N. Lake was a member of the Picnic Committee. J. Caslor donated some prizes for the contestants.

EXPLANATION

In the advertisement of the Canadian National Carbon Co., Limited, in the June 3 issue of Hardware and Metal the word "Canada" appeared in the signature instead of the correct word "Canadian." The correct address is the Canadian National Carbon Co., Limited.

Sudden Death of John M. Taylor, Jr.

John McPherson Taylor, Assistant-General Manager Taylor-Forbes Co., Ltd., Guelph, and Director Everlasting Valve Co. Dies Suddenly—Eldest Son of President J. M. Taylor

LATE J. M. TAYLOR, JR.

GUELPH, Ont.—The sudden death is announced of John McPherson Taylor, eldest son of John M. Taylor, president and general manager of the Taylor Forbes Co., Ltd. While Mr. Taylor had not been well for some time hopes were entertained that he was well on the way to recovery. He had been at the office up to the day previous to his death and had been unusually cheerful in anticipation of a holiday at his summer home at Grimsby, Ont. In the evening he took a turn for the worse and passed away shortly after midnight, succumbing to a disease wh originated in an attack of influenza about two years ago.

There remain to mourn his loss his parents Mr. and Mrs. John M. Taylor, his wife, Lila Bernice Rupay, four sons, two brothers, Milton and Homer and two sisters.

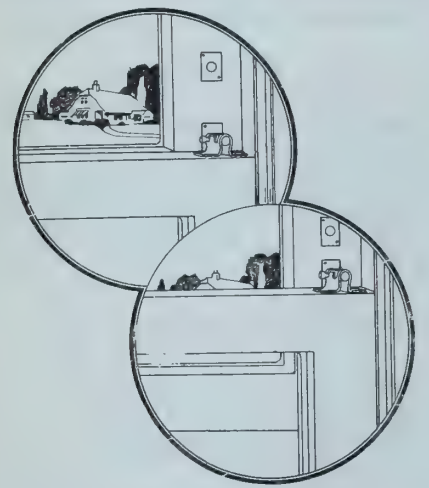
J. M. Taylor, jr., was born in Toronto on December 14, 1889, where his early education was received. Since coming to Guelph he had been active in the Taylor-Forbes Co., and at the time of his death was assistant general manager. Among the employees he was looked upon as an exemplary character and greatest tribute is paid by his business associates as to the credit and distinction with which he filled his position. In addition to his connection with the Taylor Forbes Co., Mr. Taylor was a director of the Everlasting Valve Co., Toronto. He was an active church worker and a member of various lodges and clubs, among the members of which he was held in high esteem.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW WINDOW LOCK

A window lock called the L. & G. lock is now being marketed by the L. & G. Lock Co., 392 St. James St., Montreal. Although a simple appliance, it is claimed to afford increased protection from burglary with the window either closed or partially open. Constructed on much the same principle as a barrel bolt, it is fastened on the top of the bottom sash. Two keepers are supplied



with each lock, one on the face of the upper sash, at a position which allows locking when window is closed, and the other keeper six or eight inches above, to securely hold the window when opened to this extent. It is easily adjusted and the makers point out that there are no springs or other intricate parts to get out of order.

WINDOW DISPLAY CARDS

The Stanley Works of New Britain Conn. are distributing to the trade a new garage hardware window display cut-out, measuring 28x38 inches, lithographed in ten attractive colors. It is pointed out that unique window displays may be arranged by using the cut-out as a background for the products themselves.

This company is also issuing three new garage hardware window cards, measuring 11x14 inches, printed in three different colors. These new window cards are being forwarded with the window cut out.

COVERS FOR LAWN CHAIRS

By the addition of slip covers, the No. 35, arm chair made by the Gold Medal Camp Furniture Co., of Racine, Wis., has been given an extra touch, according to the manufacturers, thus adapting this product as porch and lawn furniture. These slip covers of awning striped material in tan and green, are furnished as extra equipment.

HEAVY DUTY SWEEPER

A new heavy duty model electric carpet sweeper has been placed on the market by the Hoover Suction Sweeper Co., of Canada, Ltd., Hamilton. This model No. 961 is primarily intended for use in offices, institutions, hotels, clubs, and larger homes.

This machine, according to the makers' description, has the salient features of the other Hoover models. Also it contains a number of new refinements designed to fit it especially for heavy duty work. One feature is that it requires no lubrication. The motor is equipped with ball bearings throughout and is protected by a dust proof enclosure. It can be operated on 110 volt direct or alternating current without change. Due to its four pole compensated

series winding, it runs at a uniform speed on either.

A new nozzle adjustment enables this big Hoover to be adapted to any thickness of floor covering without turning it over. A ball-bearing beating-sweeping brush, a wider cleaning mouth, and a non-marring fibre handle grip are other features of this model. Newly designed air cleaning attachments are made for use with model 961. These tools are attached by an improved type of converter, which is connected directly with the fan inlet.

ROYAL THERMIC BOTTLE

A thermic bottle made in half gallon and one gallon capacities intended for tourists, farmers, sportsmen and picnic parties has been introduced by the Royal Manufacturing Co., of Toledo, Ohio. The makers point out that the Thermic renders available cold drinks on hot days, or warm drinks on cold days, wherever the location. Its equivalent of eight or sixteen cups, makes it ideal for large parties or for extended trips. Another feature is the fact that having the large neck opening the bottle can

also be used for soups or solid foods. This Royal Thermic has been constructed with the object of making it last considerable time. The jacket is made of heavy metal, and the insulation is the result of years of experience in making these products. The inside water container is of heavy glass, and the bottle can be replaced at any time by removing the plug at the bottom of the outside jacket, and a new one can be installed. Any parts of this nature can be furnished by the above manufacturers.

STARRETT PISTOL GRIP HACK SAW FRAME

The L. S. Starrett Co., Athol, Mass. are placing on the market a new pistol grip hack saw frame, No. 169, that combines appearance, balance and several improved features of design. The handle is designed to give more finger room, the pawl of the adjusting mechanism, is set down inside the frame. The back is constructed of steel tubing, while all steel parts are nickel plated. Constant spring tension on the bolts holding the blade makes changing them a simple matter. Note that the depth of the frame from the cutting edge of he blade is 3⅝ inhhes. The blade may be set to cut in any one of four directions by means of the wing nut.

Fall Fair Dates Throughout Canada

Partial List of Dates on Which Mid-summer and Fall Fairs Are Held By Various Cities and Towns Throughout the Provinces of Canada Are Given Herewith

Alberta

Alix ... Aug. 14 and 15
Bashaw ... Aug. 9 and 10
Berry Creek (Pandora) ... Sept. 1
Big Valley ... Aug. 11 and 12
Bowden ... Aug. 16
Bow Valley (Bassano) ... Sept. 12 and 13
Busby ... Sept. 12 and 13
Bye-Moor (Hartshorn) ... Aug. 10
Bear Lake ... Aug. 18 and 19
Brooks ... Sept. 14 and 15
Benalto ... July 25 and 26
Calgary ... June 30, July 7
Camrose ... July 20, 21, 22
Carmangay ... Aug. 16 and 17
Castor ... Aug. 11 and 12
Chauvin ... Aug. 3
Chinook ... July 27 and 28
Claresholm ... July 20 and 21
Cochrane ... Sept. 19 and 20
Colinton ... Sept. 7
Consort ... Aug. 16 and 17
Coronation ... Aug. 10 and 11
Crossfield ... June 27 and 28
Cardston ... Aug. 11 and 12
Daysland ... Aug. 11 and 12
Deseret (Magrath) ... Aug. 8 and 9
Didsbury ... Aug. 17 and 18
Donalda ... Aug. 11 and 12
Dur'ingville and Bonnyville (Bonnyville) ... Sept. 20
Eastern Alberta (Provost) ... Aug. 4
Edgerton ... Aug. 1
Edmonton ... July 10, 15
Edson ... Sept. 8
Fort Saskatchewan ... Aug. 7 and 8
Gleichen ... Sept. 21
Goose Creek (Lougheed) ... Aug. 2
Grande Prairie ... Aug. 11 and 12
Granum ... Aug. 1 and 2
Griffin Creek ... Aug. 21 and 22
Greencourt ... Aug. 22
Hanna ... Aug. 8
Hays (Lousana) ... Sept. 5 and 6
Highland (Delia) ... Aug. 15
High River ... Aug. 11 and 12
Holden ... Aug. 18
Innisfail ... July 27 and 28
Innisfree ... Sept. 14 and 15
Irma ... Aug. 16 and 17
Kitscoty ... Aug. 18
Lacombe ... July 31, Aug. 1, 2
Lake Saskatoon ... Aug. 8 and 9
Lamont ... Aug. 4
Langdon ... Aug. 11
Leduc ... Aug. 15 and 16
Lethbridge ... July 31, Aug. 1, 2
Lloydminster ... July 24, 25, 26
Lomond ... Aug. 2
Macleod ... Aug. 3 and 4
Mid-Pembina (Dunstable) ... Sept. 5
Milnerton ... Sept. 27
Medicine Hat ... July 27, 28, 29
Morinville ... Aug. 15, 16
Mosside ... Aug. 30
Munson ... Aug. 9
Mannville ... July 29
Nakamun and Sion ... Sept. 7
Nanton ... Aug. 9 and 10
Okotoks ... Aug. 15 and 16
Olds ... July 25 and 26
Onoway ... Aug. 23
Oyen ... July 25 and 26
Paddle River (Barrhead) ... Aug. 31
Peace River ... Aug. 16 and 17
Plamondon ... Sept. 6
Ponoka ... Aug. 22 and 23
Priddis and Millarville (Priddis) .. July 26
Pincher Creek ... Aug. 15 and 16
Patricia ... Sept. 12
Raymond ... Aug. 4 and 5
Red Deer ... July 17, 18, 19
Retlaw ... Aug. 4 and 5
Richdale ... Aug. 3
Rochester ... Sept. 28
Rocky Mountain House ... Sept. 11 and 12
Rimby ... Aug. 24
Sangudo ... Aug. 25
Sedgewick ... Aug. 9 and 10
Sibbald ... Aug. 2
Spirit River ... Aug. 15
Starland (Rowley) ... Sept. 14
Stavely ... Aug. 8
Stettler ... Aug. 3, 4, 5
Stony Plain ... Aug. 10, 11
St. Paul ... Sept. 19
Strome-Killam (Killam) ... Aug. 7, 8
Swalwell ... Aug. 2, 3
Taber ... July 25, 28
Three Hills ... Aug. 4
Tofield ... Aug. 19
Trochu ... Aug. 8, 9
Thorild ... Sept. 1
Vegreville ... Aug. 2, 3
Vermilion ... July 27, 28
Veteran ... Aug. 14, 15
Viking and Birch Lake ... Aug. 15, 16
Vulcan ... July 29
Wainwright ... Aug. 2
Warspite ... Sept. 4
Waterhole ... Aug. 24, 25
Westlock ... Aug. 29
Wetaskiwin ... Aug. 14, 15, 16
Winnifred ... July 20, 21
Youngstown ... July 31, Aug. 1

INCREASED PRICES ON MIXED PAINTS, VARNISHES, STAINS AND ENAMELS

Due to rising costs of linseed oil, pig lead and other raw materials, coupled with the recent rivisions in sales tax regulations, paint manufacturers have advanced quotations on ready-mixed colors and various other products this week.

A ten cent per gallon increase has been established on all house paints, marine, flat oil and floor paints, and enamels.

Barn, dory, and roof paints, also shingle stains are advanced five cents per gallon.

All varnishes, varnish sundries and enamels selling above $3.00 per gal., show a rise of ten cents per gallon, while those priced below the $3.00 level, are only five cents per gallon higher.

White lead in oil is now twenty-five cents per 100 lbs. higher.

Paint manufacturers have announced a decision to absorb half the sales tax, which means that retailers will only be charged 2¼ per cent. on invoice totals, instead of 4½ per cent. Detailed price information is given in the paint market pages.

British Columbia

Merville ... Aug. 23
Courtenay ... Sept. 5, 6
Sayward ... Sept. 8
Hilliers ... Sept. 9
Sooke ... Sept. 13
Ganges ... Sept. 13
Alberni ... Sept. 14
Duncan ... Sept. 14, 16
Lasqueti Island ... Sept. 16
Victoria ... Sept. 18, 23
Parksville ... Sept. 20
Ladysmith ... Sept. 28, 29
Denman Island ... Sept. 22
Cobble Hill ... Sept. 30
Saanichton ... Oct. 3, 4
Vancouver ... Aug. 19, 26
North Vancouver ... Sept. 1, 2
Gibson's Landing ... Sept. 1, 2
Squamish ... Sept. 4
Agassiz ... Sept. 6
Langley (Milner) ... Sept. 6
Maple Ridge ... Sept. 6, 7
Chilliwack ... Sept. 6, 8
Coquitlam ... Sept. 7
Surrey ... Sept. 7
Burquitlam ... Sept. 7, 8
Whonnock ... Sept. 8
Ioco ... Sept. 9
New Westminster ... Sept. 11, 16
Matsqui ... Sept. 19, 20
Abbotsford ... Sept. 21, 22
Mission ... Sept. 26, 28
Aldergrove ... Sept. 27
Richmond ... Sept. 27
Ladner ... Sept. 28, 30
Knutsford ... July 5
Lumby ... Sept. 14
Armstrong ... Sept. 19, 21
Pritchard ... Sept. 20
Penticton ... Sept. 20, 21
Kelowna ... Sept. 26, 28
Salmon Arm ... Sept. 27, 28
Peachland ... Oct. 4
Naramata ... Oct. 6
Summerland ... Nov. 1, 2
Athalmere ... Sept. 1, 2
Golden ... Sept. 5
Trail ... Sept. 13, 15
Fruitvale ... Sept. 18
Boswell ... Sept. 18
Nelson ... Sept. 20, 22
Arrow Park ... Sept. 23
Appledale ... Sept. 27
Nakusp ... Sept. 27, 28
Grand Forks ... Sept. 28, 29
New Denver ... Sept. 28, 29
Slocan City ... Sept. 29, 30
Needles ... Sept. 30
Kaslo ... Oct. 4
Creston ... Oct. 4
Rock Creek ... Oct. 6
Prince George ... Sept. 4, 6
Mapes ... Sept. 8
McBride ... Sept. 12
Prince Rupert ... Sept. 14, 16
Quesnel ... Sept. 15, 16
Terrace ... Sept. 19
Forest Grove ... Sept. 20
Smithers ... Sept. 21

Manitoba

Binscarth ..... Aug. 2
Birtle ..... July 18-19
Boissevain ..... Aug. 2
Brandon ..... July 24 to 29
Carberry ..... July 20-21
Carman ..... June 29 to July 1
Cartwright ..... July 21
Chatfield ..... July 14
Crystal City ..... Aug. 1
Cypress River ..... July 13-14
Dauphin ..... July 6-7-8
Deloraine ..... July 20
Dugald ..... July 14
Elie ..... Oct. 5
Elgin ..... July 14
Elkhorn ..... July 18
Emerson ..... July 7
Fork River ..... Aug. 9
Gilbert Plains ..... Aug. 1
Glenboro ..... July 1
Glenella ..... Aug. 2
Gladstone ..... July 20
Hamiota ..... July 21
Harding ..... July 19
Hartney ..... July 19
Headingly ..... Aug. 18
Holland ..... July 20
Isabella ..... Aug. 4
Kenwood ..... Oct. 3
Kildonan ..... Sept. 1-2
Killarney ..... July 14
Kinosota ..... Sept. 14
Langruth ..... Oct. 6
MacGregor ..... July 25
Manitou ..... July 21
McAuley ..... July 19
McCreary ..... Aug. 4
Melita ..... July 6
Miama ..... July 5
Miniota ..... July 20
Minnedosa ..... July 19
Morden ..... July 7
Morris ..... July 5
Neepawa ..... July 3-4-5
Oak Lake ..... July 11
Oak River ..... Aug. 3
Pilot Mound ..... July 19
Plumas ..... Oct. 4
Portage la Prairie ..... July 11-12-13
Rapid City ..... July 21
Reston ..... July 18
Rivers ..... July 14
Roblin ..... Aug. 8
Roland ..... June 27
Rossburn ..... Aug. 4
Russell ..... July 20-21
Sanford ..... July 13
Shellmouth ..... Aug. 1
Shoal Lake ..... July 18
Souris ..... June 30, July 1
Stonewall ..... Sept. 29-30
Steep Rock ..... July 1
St. Jean ..... July 5
St. Pierre ..... July 11
Strathclair ..... Aug. 1
St. Andrews ..... Aug. 4
St. Rose ..... Aug. 3
St. Vital ..... Aug. 22-23-24
Swan Lake ..... July 19
Swan River ..... Aug. 9
St. Agarthe ..... July 4
Treherne ..... July 18
Virden ..... July 12-13
Weston ..... Aug. 24-26
Warren ..... July 4
Waskada ..... July 21
Wawanesa ..... July 19
Woodlands ..... Sept. 29

New Brunswick

St. John ..... Sept. 2, 9
St. Stephen, ... Sept. 11, 14
Woodstock ..... Sept. 11, 14

TO ABSORB SALES TAX UP TO 2¼ PER CENT.

In announcing the new higher scale of prices on certain paint products, such as enamels varnishes, shingle stains, ready-mixed paints, etc., manufacturers have also stated their decision to absorb half the sales tax, amounting to 2¼ per cent. Retailers will therefore, only be billed at 2¼ per cent. on the total cost of invoices, instead of the total sales tax of 4½ per cent.

Nova Scotia

Antigonish, ... Sept. 28, 29
Annapolis, ... Oct. 4, 5, 6
Bridgewater, ... Sept. 26, 27, 28, 29
Musquodobit ..... Sept. 18, 19, 20
Oxford, ... Sept. 20, 21, 22
Pictou, ... Sept. 25, 26, 27
Shelbourne, ... Oct. 3, 4
Stewiacke ..... Oct. 3, 4, 5
Yarmouth, ... Sept. 27, 28, 29
Caledonia ..... Sept. 25, 26, 27

Prince Edward Island

Provincial Exhibition, Charlottetown ..... Sept. 26 to 29
Summerside Exhibition, Summerside....
Georgetown Exhibition, Georgetown.....
Souris Exhibition, Souris.....

Quebec

Lachute, ... Sept. 19, 20, 21
Victoriaville ..... Sept. 14
St. Liboire ..... Sept. 26, 27
Beauceville ..... Sept. 14
St. L. de Gonz ..... Sept. 7
St. Michel ..... Sept. 13, 14
Berthierville ..... Sept. 12, 13
Port Daniel ..... Sept. 26
Shigawake ..... Sept. 27
New Carlisle ..... Sept. 28
New Richmond ..... Sept. 26
Brome ..... Sept. 5, 6, 7
St. Bruno ..... Sept. 6, 7
St. Stanislas ..... Sept. 19
Ste. Martine ..... Sept. 19
Chicoutimi ..... Sept. 13, 14, 15, 16, 17
Cookshire ..... Sept. 13, 14, 15
Scotstown ..... Sept. 6, 7
Ste. Scholastique ..... Sept. 18
Ste. Henedine .....
Ste. Germaine .....
L'Avenir ..... Sept. 14
Ste. Sebastien ..... Sept. 13
Cape Cove ..... Oct. 10
Barachois lere semaine ..... Oct.
St. Leonard ..... Sept. 13-J
Aylmer ..... Sept. 20-21
Maniwaki ..... Sept. 4, 5, 6
Huntingdon ..... Sept. 7, 8
Havelock ..... Sept. 12
St. Alexandre ..... Sept. 5, 6
Dorval ..... Sept. 25, 26
Joliette ..... Sept. 11, 12
St. Jean Matha ..... Sept. 19
St. Pascall ..... Sept. 12, 13
Hebertville ..... Sept. 7
Roberval ..... Aug. 24, 25, 26, 27
Laprairie ..... Sept. 12, 13
L'Assomption ..... Aug. 30
Ste. Rose ..... Aug.
St. Romuald ..... Sept. 12, 13
Lotbiniere ..... Sept. 13, 14
Louiseville ..... Sept. 12
Val-Brilliant ..... Sept. 27
Inverness ..... Sept. 5
Plessisville ..... Sept. 12
Bedford ..... Aug. 29, 30, 31
Ste. Julienne ..... Sept. 13
Montmagny ..... Sept. 12, 13, 14
Riv. aux Chiens ..... Sept. 28
St. Edouard ..... Sept. 6
Shawville ..... Sept. 18, 19, 20
Chapeau ..... Sept. 25, 26
Pont Rouge ..... Sept. 14
St. Casimir ..... Sept. 19
Quebec .....
Ste. Victoire ..... Sept. 19
Richmond ..... Sept. 6, 7
Rimouski ..... Sept. 20, 21
Rougemont ..... Aug. 29
Waterloo ..... Sept. 12, 13
Pont Chateau ..... Sept. 12
Ayer's Cliff ..... Aug. 22, 23, 24
St. Hyacinthe ..... Aug. 12
St. Jean ..... Aug. 22, 23, 24
St. Barnabe ..... Sept. 26
Ville Marie ..... Sept. 13, 14
St. Jerome ..... Sept. 12
Trois-Rivieres ..... Sept. 19
St. Lazare ..... Sept. 19
She. Theodoise ..... Sept. 5
Marbleton ..... Sept. 19
Ham Nord ..... Sept. 12
St. Frs. du Lac ..... Sept. 13, 14

GRANDES EXPOSITIONS

Valleyfield ..... Aug. 14, 18
Trois Rivières ..... Aug. 21, 26
Sherbrooke ..... Aug. 26 to Sept. 2

Saskatchewan

Semans ..... July 6-7
Atwater ..... July 14
Tantallon ..... July 19
Saltcoats ..... July 21
Nokomis ..... July 25
Lanigan ..... July 26
Govan ..... July 27-28
Kelliher ..... July 29
Canora ..... Aug. 1-2
Kemsack ..... Aug. 2-3
Togo ..... Aug. 4
Invermay ..... Aug. 8
Wadena ..... Aug. 9
Quill Lake ..... Aug. 10
Watson ..... Aug. 11
Lac Vert ..... Aug. 12

Cadillac ..... July 19
Bengough ..... July 21
Macklin ..... July 25
Perdue ..... July 26
Naseby ..... July 27
Alsask ..... July 27-28
Luseland ..... Aug. 1-2
Unity ..... Aug. 3-4
Wilkie ..... Aug. 10-11

Estevan ..... July 3-5
Alameda ..... July 18
Carievale ..... July 19
Carnduff ..... July 20
Oxbow ..... July 21
Chaplin ..... July 25
Mortlach ..... July 26
Stoughton ..... July 28
Viscount ..... July 29
Elbow ..... Aug. 1

(To be completed next week)

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER extensive budget of price developments attracts specific attention to the current hardware markets. Increases have been announced on bar iron and steel, black sheets, gasoline, coal oils, lead pipe and waste, lead traps and bends, ready-mixed paints, varnishes, enamels, shingle stains, floor and porch paints, barn and dory paints and other sundries. The full extent of this rise in quotations on paint products and the primary causes are outlined elsewhere in this issue. Other price developments include easier levels on certain makes of mop stocks and mop cloths, while a downward revision is recorded in the list prices on horse shoe nails, No's 5 to 9 inclusive. Turpentine also registers a reaction from the high levels of recent days, and a range several cents lower has developed in domestic quotations on this product.

As has been the case for several weeks, the number of advances continues in excess of the reductions, and while an upward tendency is reflected in many market sources, quotations on different products are moving in both directions, thus making the present period a difficult one to follow from a market viewpoint and again emphasizing the necessity for keeping in close touch with basic elements.

The advance on bar iron and steel has not been uniformly adopted on domestic centres, but the announcement of this upward move in certain quarters is cited as indicating the trend of steel production costs. In this connection, the reduction in freight rates, however, both on U.S. and Canadian railways as effective on such basic materials as pig iron and ores, was calculated to offset to some extent the rising tendency in other directions. The demand for sheets is maintained in fair volume, especially on galvanized, with a general higher revision on black sheets to the $5.00 level. Scrap materials are dull but prices remain unchanged at levels in effect during recent weeks. The tone of ingot metals is again marking time, trading generally lacking animation. However, spelter is now slightly firmer and attracting some attention.

Seasonal weather now being experienced has revived the movement of warm weather lines such as refrigerators, fly oil, electric fans, screen wire cloth, and other summer products. Western crop conditions are generally reported as seasonably satisfactory and while buying still continues in small lots, the feeling is apparently growing that Fall trade will reach a good volume. Merchants are usually restricting purchases until the new crops are assured, but in the meanwhile wholesalers and manufacturers are preparing for a more optimistic future.

Montreal Markets

MONTREAL, July 6.—Price variations on the current hardware markets include an advance in quotations on bit stock drills, these products now being quoted at fifty per cent off list, instead of at the former discount of sixty per cent. List prices on M.R.M. and Peerless horse shoe nails are reduced, the new level being $4.50 per box on sizes No's 5 to 9 inclusive. An approximate reduction of ten per cent. also appears on certain grades of mirrors.

The warmer weather experienced during recent days has revised the movement of summer lines, and wholesale circles report brisk activity. Corrugated sheets remain very active, with other seasonal goods attracting similar interest. A quiet condition is evident in ingot metals, a reaction having been recorded from the recent firmness.

CORRUGATED SHEETS REMAIN VERY ACTIVE

Montreal.

The shortage in deliveries of flat galvanized sheets is making itself felt in this market. This coupled with the exceptionally strong demand for corrugated sheets is stiffening the market to a point that has not been evident for a long time past. The prices are, however, unchanged.

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

HORSE SHOE NAILS REDUCED IN PRICE

Montreal.

The list price of "M. R. M." and "Peerless" horse shoe nails has been reduced. The new list price is $4.50 per box, less the regular trade discounts.

ADVANCE RECORDED IN BIT STOCK DRILLS

Montreal

The price on bit stock drills has advanced; they are now quoted at 50 per cent. off the list instead of 60 per cent. off as formerly.

STRONG DEMAND FOR GALVANIZED SHEETS

Montreal

The demand continues very strong for galvanized sheets, and there is a scarcity that is being noticeably felt. The mills are behind in their orders both in the United States and in England. One distributor pointing out that they were now in the position of splitting up their supplies among all their customers to help them out. Prices remain unchanged.

There is no change in Canada plate, as shipments of bookings are arriving now, and there is ample supply for the demand.

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	5 90	6 40
22 gauge	5 55	6 05
18—20	4 85	5 35
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 10	6 60
26 U. S. gauge	5 80	6 30
24 gauge	5 65	6 15
22 gauge	5 65	6 15
18—20 gauge	5 50	6 00
16 gauge	5 35	5 85

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s.	9 25
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	14 50
CANADA PLATE—	
Half bright 52s	5 25
Half bright 60s	5 35
Blued, 52s	5 50
Blued 60s	5 60
Welsh, Polished, 52s	7 25
Welsh, polished, 60s	7 50
Galvanizel, 52s	7 50
Galvanized, 52s	7 50

LOCAL BAR PRODUCT PRICES REMAIN FIRM

Montreal

Prices in the steel industry are unchanged, and are holding firm at $2.95 base. There is only a moderate degree of activity in steel buying locally, as it usually slackens down at this time of the year. Price levels are as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	2 95
Refined iron	4 45
Irish finish machinery steel	3 00
Mild steel	2 95
Single reeled machinery steel	5 05
Band steel	3 30
Spring steel	4 55
Sleighshoe steel	2 95
Tire steel	3 15
Harrow tooth steel, per lb.	3 10
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 85
Black Diamond tool and cast steel, per lb.	0 20½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

TEN PER CENT. REDUCTION IN MIRROR PRICES

Montreal.

Following are the revised prices on two grades of mirrors showing a decline of approximately ten per cent .

	5 x 7	7 x 9	8 x 10	9 x 12	10x14
X L	2 60	3 65	4 45	5 30	6 90
White Frame	3 40	4 50	5 00	6 00	7 00

COTTON WASTE TREND REFLECTS FIRM MARKET

Montreal.

Quotations on cotton wastes remain the same and appear to be very firm. The demand is not heavy though the sales up to date for 1922 are reported to be about 25 per cent. greater than they were for the corresponding period of 1921. Quotations are as follows:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

QUOTATIONS ON SCRAP MATERIALS UNCHANGED

Montreal.

There have been no changes in prices announced this week in the waste material markets. There is a fairly firm demand for non-ferrous metals and scrap copper is on a par with last week. Average dealer quotations are as follows:

WASTE MATERIALS—		
Automobile tires		0 50
Rubber shoes		0 02½
Yellow brass	0 05 to	0 06
Red brass		0 08¾
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04½
Lead, tea		3 00
Light copper	0 08½ to	0 09
Heavy copper		0 11
Wrought iron R. rd., No. 1, per gr. ton		10 00
Malleable scrap (ton)	9 00	10 00
Pipe scrap (ton)		7 00
Heavy melting steel	9 50 to	10 00
No. 2 busheling		3 00
Boiler plate	8 00	9 00
No. 1 machinery cast	20 00 to	21 00

QUIET CONDITION EVIDENT IN INGOT METALS

Montreal.

Ingot metals are reported quiet. The holiday season is affecting business, and there is a little quietness that is not unusual at this time of the year. The railway strike is causing a feeling of hesitation, that will be more pronounced if the strike should spread to the other branches of the trades.

TIN.—The market remains very quiet with changes in prices entirely nominal, and the demand is very easy. The market is also overshadowed by the railway strike. Local quotation 35½c.

COPPER.—Local consumption is quiet, and there is so much scrap copper available the demand for new copper is very limited. Events in Germany are being watched very closely, as this is the chief market for American export. Electro is quoted at 17¾c.; castings at 17½c.

LEAD.—Is somewhat easier in tone, and the buyers are not so anxious to cover their requirements. The London market is somewhat firmer where the supply of spot metal is still limited. The local market is steady. Local price 6¾c.

SPELTER.—Is the firmest metal on the list this week, and producers are not selling at to-day's prices. The local demand is steady. Local market price is 8c.

ANTIMONY.—This metal is easier in New York, owing to supplies being heavier from China.The local prices are 7½c. for high grade English and 6½c. for Chinese.

ALUMINUM.—There is no change at all in this metal. The demand is very dull, and the local price is 24c.

Toronto Markets

TORONTO, July 6.—Bar iron and steel, gasoline, kerosene, lead traps and bends, lead pipe and waste, comprise the budget of hardware price advances this week. The reductions include certain makes of mop sticks and mop cloths, while a downward revision in the list on M.R.M. and Peerless horse shoe nails brings quotations on No's 5 to 9 inclusive to $4.50 per box of 25 lbs. The advance on bar products reflects the upward trend of steel production costs, but the rise of fifteen cents per cwt. is not yet general on the local market, other distributors maintaining the previous base level of $3.00. Increases in gasoline of one and a half cents per gallon are attributed to the rising price of crude oil, while coal oil grades are similarly higher by one cent. List prices on lead pipe and waste appear with an increase of one cent per lb., and through a revision in the discount traps and bends are also higher in price. Booking levels have also been announced for next season on Clarke's heaters.

BAR PRODUCT PRICES ADVANCE FIFTEEN CENTS

Toronto.

Advanced prices of fifteen cents per 100 lbs. are announced in certain quarters on bar iron and bar steel, this upward trend having been outlined in last week's report contained in Hardware and Metal. The change in this direction, however, has not been uniformly adopted on the local market, and until the higher levels become general, therefore, a range is noted in the list quotations given below. This increase is attributed to the unsettled conditions in the steel industry in general and especially on southern primary markets where the coal strike situation is now being more keenly felt in production circles. Although the reduction in freight rates is expected to offset the upward tendency in costs to some extent, distributors state that this is not expected to be immediately reflected in lower prices. Ores, pig iron and similar basic materials are affected in the revised ruling on

transportation charges, and this movement may reflect in future quotations on bar products. At present, however, prevailing average prices follow:

IRON AND STEEL—

Mild steel bars, base	3 00	3 15
Mild steel bands 3-16 in. base	3 50	3 65
Bar iron, base	3 00	3 15
Angle iron, base	3 10	3 25
Horseshoe iron		3 75
Tire steel	3 25	3 35
Spring steel	7 00	— 8 00
Scroll shoe steel	3 00	3 15
Hoop steel		4 00
Norway iron		12 50
Toe caulk iron		4 00
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

BOOKING PRICES ON CLARKE'S FOOT HEATERS

Toronto.

Booking prices for next season have been announced on Clarke's foot heaters. The list quotations follow:

CLARKE'S HEATERS—

No. 5B, list, $3.75; No. 7C, list, $5.25; No. 7D, list, $5.75.

Brisk or charcoal, $1.30 per dozen. All less 25 per cent.

REVISION IN LIST ON HORSE SHOE NAILS

Toronto.

New list prices have been announced on M. R. M. and Peerless horse shoe nails, showing a reduction on No.'s 5 to 9 inclusive. The revised quotation is $4.50 per box of 25 lbs. The complete list appears in the current market quotation pages.

EASIER PRICES ON MOP STICKS AND CLOTHS

Toronto.

Some revisions in prices on mop sticks have been announced, the self-wringing mop complete now being quoted at $4.00 per doz., net, a reduction of fifteen cents; while No. 6 is now priced at $1.85, and No. 10 at the $2.00 level. Crank-wringing mops have been lowered to $6.75, while new quotations on cloths for self-wringing mops are as follows: No. 1, $1.95 per dozen; No. 2, $1.60; No. 1, special, $2.50 per dozen.

FIRM UNDERTONE IN SOIL PIPE AND FITTINGS

Toronto.

The increased demand for soil pipe and fittings which has been experienced during recent weeks has brought the condition of current stocks to a point where supplies are described as "none too ample." A firm undertone in this market is noted, which is attributed to the recent higher costs of certain raw materials, but while an upward revision has been established in eastern markets, no price change has been announced locally. The prevailing levels are described as steady, and are as follows:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

Increase in Gasoline and Kerosene Prices

Coal Oil Grades Advanced One Cent Per Gallon—Gasoline Price Moves Up Another 1½ Cents, Due to Rising Costs of Crude Oil—Seasonal Consumption of Gasoline Reaching Record Volume—Call for Fuel Oil Also Increasing

ANOTHER increase of one and a half cents per gallon has been announced in gasoline prices, this advance being attributed to the rising costs of crude oil in production fields. This change brings the current domestic quotation to 35½ cents, thus reflecting a total increase of three cents since the large seasonal demand for gasoline became evident. Consumption of this product, according to official reports, has been on a commensurate scale in keeping with the noticeable increase in the automobile industry, and is also a condition considered more or less usual during the summer months.

Coal oil prices also register a rise of one cent per gallon, Royalite now being 24 cents and Palacine grade 24 cents per gal. The very firm market in crude oil is described as the primary cause for these higher prices, and while fuel oil and other refined lubricating products are unchanged at present, quotations remain steady to firm all along the line. Domestic price advances on gasoline and kerosene were preceded by announcements of higher levels in the United States markets, a condition which followed the increased demand and higher prices for crude oil.

In discussing this situation with oil refiners, Hardware and Metal was informed that while the current demand for gasoline was consuming stocks at a rapid rate, this condition was not the primary cause of the latest price advance, the current change reflecting the higher costs of petroleum. Such prices were pointed to as governing quotations on the refined products generally, and the instance was cited when prices on gasoline declined last winter. The recession in crude oil at that time, resulted in a corresponding drop on gas and other lubricating products.

Recent reports from production fields indicate that while petroleum stocks are looked upon as normal for this season of the year, there is a very firm tone to the market due to the extended calls for fuel and refined oils. Large distributors also state that a number of the southern coal consumers have recently undertaken preparations to install oil-burning apparatus in preference to using coal owing to the attendant difficulties of the miners' strike. While fuel oil stocks are considered ample, therefore, this condition tends to speed up the demand. Some speculation is also evident regarding the probable effect of an extended railroad strike on the call for gasoline. It has been pointed out that should American rail transportation be restricted to any degree, such a development would most likely result in a large increase in the movement of freight over highways, with an accompanying increase in the consumption of gasoline. This situation would be reflected on domestic centres to some extent as supplies were primarily secured from oil fields in Mexico and the southern States.

The consumption of lubricating oils appears to be gaining in volume. Coal oil requirements are considered as moderate, with fuel oil firm and gasoline experiencing a brisk seasonal movement.

LEAD PIPE, TRAPS AND BENDS HIGHER IN PRICE

Toronto.

Reflecting the firmness in the market of lead products generally is the current advance of one cent per lb. in the list prices on lead pipe and waste. Through a revision in the discount, a similar upward price change has been made effective on lead traps and bends, the new level being fifteen off, compared with the previous discount of 17½ per cent. Other products in this class generally remain unchanged, although it is noted that certain jobbing houses have also increased solder prices one to one and a half cents per lb. all through the list. This development, however, has not been generally recorded on the local markets. The prevailing demand for these goods is described as good, and seasonal activity prevails at the following average quotations:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb.	0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

IMPROVED TRADING NOTED IN COMPRESSION GOODS

Toronto

Current trading in compression goods is stated to be somewhat upon an improved scale and while certain distributors describe the present situation as just fair, others report the volume of trade in these products to be up to expectations. Little variation in price levels has been recorded during recent weeks, quotations remaining practically steady at the last revisions. Virgin metals showed a distinct firming up a few weeks ago owing to increased interest, but it is noted that a re-action in this respect has now been recorded. These

movements, however, are stated as being of a minor character as far as the finished products are concerned, manufacturers buying in large quantities and a certain period in advance. Prevailing discounts follow:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%

BASIN COCKS:—

No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

LULL IN DEMAND FOR TIN PLATES

Toronto.

While the tin plate markets are reported quite steady at the recent new price levels, the demand for these products is described as experiencing a lull, as it is considered that most large consumers are comfortably taken care of for the time being. Many buyers of tin plate are stated to have anticipated their requirements in this direction, chiefly on account of the coal strike, and the fear of delayed deliveries. On the other hand, it is pointed out that there is usually a lull at this season of the year. Competition from the Welsh tin plate mills is becoming a more important factor in this market, and in this connection it is noted that quotations are now considerably easier than the levels which prevailed during the Spring. Average local prices follow:

PLATES, CANADA—	
Ordinary, 52 sheets	4 75
Do. 60 sheets	4 85
Blued and oiled, boxes, 52's	5 00
Do., Do., 60's	5 10
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

BRISK SEASONAL CALL FOR TROUGH AND PIPE

Toronto.

Eavestrough, conductor pipe and conductor elbows are recorded among products experiencing a brisk seasonal demand, with prices on these lines now very firm. As is the present case in practically all steel products, the tendency is towards higher quotations in view of the strength apparent in all sections of the steel industry. Coupled with the volume of trade now recorded, the viewpoint has been expressed in some quarters that advance in price on eavestrough and piping in the near future would not occasion much surprise. Up to the present, however, no uniform changes in prices have been announced, although certain distributors are slightly revising their prices upward to take care of the sales tax. Average price levels prevail as follows:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

	Per 100 ft.
8 in.	$ 15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—

Plain round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

DEMAND FOR SHEETS MAINTAINED IN VOLUME

Toronto.

The current demand for both black and galvanized sheets is reported as keeping up very well, and compares favorably with the movement established during recent weeks. Black sheets have now generally firmed up at the $5.00 base price, and while some rumors of $4.80 are heard as regards large commitments, the higher level is generally quoted. Just what effect the reductions in freight rates on basic materials will have on the semi-finished steel product prices is difficult to determine, but as the revision in transportation charges is considered of minor extent, the reflection of such a change on individual lines will naturally be of a limited nature. Further efforts to end the coal strike in the south have been made in recent days, but apparently without immediate results. It is stated that a number of American blast furnaces may be forced to go out unless coal conditions are materially changed soon. This situation has created an improved domestic demand for English galvanized sheet products.

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10

Steel Product Prices Reflects Rising Costs

Upward Tendency in Quotations on Finished Steel Goods Shows no Sign of Abatement—Producers Claim that Production Costs Continue to Rise—Reflection of Coal Strike Situation.

As a result of the rising costs of steel production, asking prices on finished steel products are more or less steadily advancing as the season progresses. An instance of this tendency is the strength noted in wire products, with quotations on wire rods having been advanced by certain producers in the south. The market in nails and wire goods generally, however, is described as very firm, with the leading interests being somewhat later than usual in formally opening its books for the third period, probably due to the fact that deliveries of second quarter orders were in arrears. Owing to the coal strike, production of these lines has been somewhat restricted, more attention having been paid to heavy goods. This has given the market an appearance of exceptional snap.

Wrought iron piping is also in a firm position and while the recent downward revision in domestic freight rates on certain basic materials may tend to offset contemplated price advances, yet the general situation reflects the growing strength of manufactured steel goods.

While the summer months are usually quiet periods in the steel industry, it is a noticeable fact this year the mills report to be comfortably filled with business for July and August, and as far as their order books are concerned, should be able to maintain the current ratio of production without the incentive of additional sales of consequence. As far as the selling market is concerned, however, consumption may show a recession but replenishment of stocks continues to be a prominent factor, therefore, new business in iron and steel is less impressive. There is much pressure upon mills by steel buyers for better deliveries and this pressure seems to have increased somewhat up to date but it looks as if buyers simply want to be on the safe side, fearing a curtailment in production later on account of the coal strike.

With regard to the coal strike, it is noticeable that production of steel continues at a larger ratio than when the strike was first commenced on April 1. This is a significant fact and indicates the preparations that had been made in certain districts in anticipation of such an event.

While prevailing production, however, is almost stationary the trend is upwards rather than downwards, a very significant thing, seeing that the coal strike has now lasted for over three months and the steel industry can still function.

Signs of uneasiness have recently been noted among steel manufacturers as regards their ability to continue operating and complete their orders, even though they are on the whole, pretty well booked up for the next couple of months or more. In addition, however, there is a reflection of the American railroad shopmen strike, and the probable results of continued developments in this direction are now receiving consideration in certain producing circles.

16 gauge	4 15
BLACK SHEETS—	
18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75

	Premier and Apollo
10¾ oz.	6 40
U. S. 28 base	6 00
U. S. 26 base	5 70
22 and 24	6 55
18 and 20	5 40
16	5 25
12 and 14	5 10

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

AUTO ACCESSORY TRADE NOW IN BRISK VOLUME

Toronto.

The demand for touring accessories is at its height at the present time and sales are reported satisfactory. Tires are moving very well, and luggage carriers, tire carriers and camping outfits are also big sellers.

SCRAP MATERIALS DULL BUT PRICES UNCHANGED

Toronto.

The scrap metal market is still depressed. Consumers are refusing to purchase, apparently anticipating lower prices, and dealers are holding on to their stocks, hoping that the brisk trade of two or three weeks ago will return and enable them to get from under on recent purchases. Quotations are principally unchanged, but this is owing to the fact that dealers are refusing to make any concessions on their present holdings. Following are the usual averages of local dealers current buying prices for fairly large quantities:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 50
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 25
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

CORDAGE MARKET SHOWS MORE OPTIMISTIC TONE

Toronto.

Current trade in rope and cordage is described as fairly good, with a moderate volume of business reported by manufacturers and distributors. Primary conditions in this market remain the same, with the development of a more optimistic tone noted during recent weeks. Hay fork rope is not yet in demand, but requirements are expected during the ensuing season in fair quantities. Early bookings of binder twine are stated to be satisfactory for this season of the year. There has been no revision in quotations announced, the prevailing prices being included in the current market quotation pages.

INGOT METAL TONE AGAIN MARKING TIME

Toronto.

A waiting attitude is recorded in the ingot markets, many dealers and consumers apparently not being disposed to act until virgin metals become more settled. Prices are practically steady, however, although in some cases, such as tin and spelter, producers are asking slightly higher levels on primary centres. Domestic quotations are unchanged, with the movement described as dull, all trading at present lacking animation. The holiday spirit, especially in the American market, also offsets current interest to some extent.

COPPER—The copper market shows a slightly better outlook this week, owing to a little improvement in the call for export from primary centres. There is very little animation among domestic consumers, however, but prices are at the level of 17 cents.

TIN—There is very little business being reported in tin, but this is reflecting the general dullness in practically all centres. English prices are higher and U. S. quotations were also slightly advanced in accordance with outside levels, but local prices continue unchanged at 34 to 34½ cents.

LEAD—The general character of the lead situation remains unchanged, with little activity being noted. Consumption is apparently proceeding in fairly good volume, but there has been a decided lull in the amount of new business. Buyers at present are not disposed to contract freely ahead. Domestic quotations remain at $7.00.

SPELTER—This market is reported firmer with a fair amount of demand in evidence at primary centres. Certain producers are quoting sparely due to the threat of a strike on the part of some of their employees for higher wages. This has served to stiffen the U. S. situation, and more consuming activity is being looked for. Local prices continue steady at $7.25.

ANTIMONY—This market is quiet but steady. There is very little trading recorded, and local price levels remain at 6½ to 7 cents.

ALUMINUM—There is very little to be stated regarding aluminum, the market remaining quiet, with several reports describing the present conditions as dull. Domestic quotations are still around 20 to 21 cents.

London Markets

LONDON, July 6.—Linseed oil and turpentine continue to supply premier price changes on the current hardware markets. Other revisions are also generally toward higher levels. Business throughout this district continues good, with the warmer weather reviving the sale of seasonal goods such as screen wire cloth, electric fans, refrigerators, and other summer lines.

REVISED PRICE LEVELS ON MOP STICKS

London, Ont.

New lower prices are now in effect on mop sticks. Following are the revised local quotations on these products:

MOPS—

No. 6 Best $1.85 doz.; No. 10, Crescent, $2.10 doz.; No. 11, Janitor, $5.25 doz. Self Wringing, $4.00 doz; B Crank Wringin, $7.50 doz.; Cloths for Self Wringer Mop $2.10 doz.

ANOTHER FIVE CENT ADVANCE IN LINSEED

London, Ont.

Linseed oil recorded a further increase of five cents per gallon this week thus bringing the current level to $1.20 for raw. The current movement is described as good. The revised quotations follow:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

LOCAL TURPENTINE PRICE SOARS TEN CENTS HIGHER

London, Ont.

Since the new high level on turpentine recorded last season, a further increase of ten cents per gallon has been announced in some quarters. This change would bring the current level to $2.00 per Imperial gallon in one barrel lots, with five gallon quantities, fifteen cents per gallon higher. This is attributed to the sudden rise recently noted in southern producing centres, but the reflection is not generally expected to remain indefinitely as southern quotations reacted during the week from the higher levels.

NAILS CONTINUE IN SEASONAL MOVEMENT

London, Ont.

Nails, both cut and wire, continue to record a good seasonal movement, this activity being attributed to the increased demand in building circles. Prices continue locally at the following levels:

NAILS—	
Wire, base	3 65
Cut, base	4 35

ORDERS FOR ROPE AND CORDAGE IMPROVING

London, Ont.

The rope season is now commencing

in earnest and orders for rope and cordage are reported good at present. Quotations continue unchanged at the following levels:

ROPE—	lb. base
Pure Manilla	23c.
Beaver Manilla	20c.
New Zealand Hemp	20c.
Sisal	18c.

SEASONABLE BUSINESS IN WINDOW GLASS

London, Ont.

A good seasonal sorting business is reported for window glass, and while some degree of unsettlement as regards prices has been recorded on other market centres, the local quotations continue unchanged at the following levels:

WINDOW GLASS—

Single Diamond, net list.
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

FIELD HOES AND HAY FORKS NOW POPULAR

London, Ont.

Harvest tools now record a brisk sale, and activity in these products is generally reported. Field hoes, hay forks and similar products are experiencing seasonal demand. Quotations remain unchanged at list less sixty per cent.

GOOD SALE FOR SCREEN WIRE CLOTH CONTINUES

London, Ont.

Screen wire cloth continues to experience a brisk seasonal call, current sales of this product registering a satisfactory volume. Quotations remain steady at the following levels:

SCREEN WIRE CLOTH—

Painted Black $3.00 per 100 sq. feet.
Galvanized. $3.60 per 100 sq. ft.
Bronze $10.00 per 100 sq. ft.

REFRIGERATORS MOVING IN SEASONAL VOLUME

London Ont.

Recent reports from both wholesalers and merchants indicate that refrigerators are now selling well. No further variation has been announced in quotations, the following levels prevailing on the Sanderson-Harold make:

Household, list less 40 per cent.
Tradesmens, list less 35 per cent.

INCREASE APPEARS IN PAINT PRODUCT PRICES

London, Ont.

Various increases of between five and ten cents per gallon have been announced this week in quotations on ready-mixed paints, varnishes, enamels, shingle stains and sundry paint lines such as dory, barn, and bridge paints. Flat wall colors and similar lines are increased ten cents, while the five cent advance is effective only on certain products which previously sold below the net level of $3.00 per gallon. Higher production costs on such elements as pig lead, linseed oil. and chemicals from which dry colors are made, have been credited as the primary causes for the rise in paint prices.

LIGHT SALE RECORDED FOR ELECTRIC FANS

London, Ont.

On account of the cool weather recently experienced, the call for electric fans has been somewhat light. The following are current prices on these products:

Polar Cub, 6 ins., ...$5.75 each.
Polar Cub, 8 ins., ...$8.00 each.

BRISK CALL EVIDENT FOR PARIS GREEN

London, Ont

Paris green is enjoying a brisk sale at present, in common with insecticides in general. Following are current average price levels, although some quotations two cents in advance of these were reported in markets where a scarcity of these products existed:

PARIS GREEN—

½-lb. pkgs., 40c. lb.; 1 lb. pkgs., 38c.; 25 lb. drums, 36c.; 50 lb. drums, 34c; 100 lbs. 34c; 250 lb kegs, 32½; 600 lb bbls., 32c, lb.

HIGHER PRICES IN EFFECT ON WHITE LEAD

London, Ont.

An increase of 25 cents per 100 lbs. has been announced in prices on white lead in oil. This places the new local level at $13.55 per 100 lbs. in ton lots for pure and $13.90 for less than ton lots. Elephant white lead in oil, is now quoted at $14.05 and $14.40 per cwt., in ton lots and less quantities respectively.

SEASONAL TRADE IN FLASHLIGHTS AND BATTERIES

London, Ont.

A good summer holiday trade is now recorded for flashlights and batteries. Quotations on the Ever-Ready Daylo line remain at list less 33 1/3 per cent.

LAWN HOSE REGISTERS FAIR SALES VOLUME

London, Ont.

A fair volume of sales is reported for rubber lawn hose, these products experiencing a seasonal movement during the past few weeks. Unchanged prices follow:

RUBBER HOSE—

3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per foot.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

Winnipeg Markets

WINNIPEG, July 6.—Crop conditions are very satisfactory and business is reported fair by both wholesalers and retailers. Merchants, however, continue to buy in small quantities in order to meet their necessary requirements until the present crop is assured. The feature of the market has been the advance of linseed oil and turpentine. The demand for barbed wire and screen cloth has been good and manufacturers are running their plants to full capacity in order to fill contracts which have been placed by wholesalers. Bolt and nut prices have been revised and show an advance of practically ten per cent. Paris green is in limited supply and has advanced six cents per pound.

TURPENTINE IN STRONG POSITION: PRICES FIRM

Winnipeg.

Locally turpentine prices are regarded as very strong, and while quotations remain at the recent advanced level of $1.65 per Imperial gallon in one barrel lots, it is felt in some quarters that owing to the higher costs in southern producing centres coupled with the scarcity of this product on domestic markets, the possibility of further advances should not be overlooked.

QUOTATIONS ON NUTS SHOW AN ADVANCE

Winnipeg.

Higher prices are announced on square and hexagon nuts. There has been an advance of 25 cents on list.

RIVETS AND BURRS SHOW AN INCREASE

Winnipeg.

Iron rivets and burrs record an advance in price of approximately ten per cent. The new discount on these products is list forty per cent. This advance is caused by the firmer tone shown on all steel products. Copper rivets however remain unchanged.

PARIS GREEN ADVANCES AS STOCKS ARE LIMITED

Winnipeg.

Stocks of paris green are getting into small compass and prices have been advanced six cents all through the list. Dealers report a brisk demand with stocks at a low ebb and new supplies difficult to obtain. The following quotations govern the local market:

PARIS GREEN—	
½-lb. per lb.	44½
1 lb. per lb.	42½
25 lb. drums, per lb.	40½

COLD BLAST LANTERN PRICES NOW REDUCED

Winnipeg.

There has been a reduction on cold blast lanterns. Number two Japanned is ten dollars and fifty-eight cents with the same size plain at ten dollars and seven cents.

LOWER PRICES ON SHOVELS AND SPADES

Winnipeg.

There has been a decline in quotations on shovels and spades. Square and round point which were selling at $14.75 are now quoted at $12.25.

BOLT AND NUT PRICES REVISED UPWARD

Winnipeg.

Some price advances on bolts and nuts have been announced. Carriage ⅜-inch and smaller up to 6 inches are quoted at 27½ per cent. and 5 per cent.—over 6 inch and larger 20 per cent. Machine bolts the small sizes up to 4 inches are quoted at 42½ per cent and larger sizes at 25 per cent. Machine set screws are 50 per cent. off the list, plough bolts 17½ per cent., stove bolts 70 per cent., shaft bolts 10 per cent. tire bolts 45 per cent. and sleigh shoe bolts 10 per cent.

LINSEED OIL PRICES ADVANCE FIVE CENTS

Winnipeg.

There has been an advance of five cents per gallon on linseed oil. Boiled linseed oil is quoted at $1.28 per gallon with raw at $1.25.

HEAVY DEMAND NOTED FOR BARBED WIRE

Winnipeg.

There has been a heavy demand for barbed wire, and stocks at the head of the lakes are practically exhausted. Eastern manufacturers are running their plants at full capacity so as to be able to meet the increased call for these products.

SCREEN WIRE CLOTH IS REPORTED SCARCE

Winnipeg.

Owing to the shortage of screen cloth which occurred during the season 1921, Eastern manufacturers are running their plants to full capacity in order to take care of contracts which have been placed by the wholesaler. With the increased demand manufacturers are turning out their orders in a large measure very promptly.

Hamilton Markets

HAMILTON, July 6.—The many recent price revisions that have been announced in the hardware markets constitute a most interesting phase of history, while the complexity of such movements also attracts the close attention of keen students in the trade. Hardware prices continue to change more or less rapidly, and although many merchants evidently believe that quotations have settled down to a more even stride when compared with the fluctuations recorded during the past two years, there are signs that many future changes are in store before an even keel will again be established in the hardware industry.

Reports from manufacturing circles indicate that the trade have been buying much more freely during the past two or three months, and the outlook for Fall business is exceedingly good. A manufacturer of tools who complained six months ago about business being exceedingly quiet, now states that the factory is running full time and the company is about one month behind with orders.

A large manufacturer of washing machines, wringers, etc., states that the plant is now busy and there has been a most decided improvement during the past few months. The outlook for Fall is exceedingly good and orders are coming in much more freely than formerly. Stocks in both the wholesalers' and retailers' hands are still light and any pronounced buying movement is quickly noted, and is reflected in manufacturing circles.

In the steel industry the enforced use of high-priced coal due to the coal strike has caused a strengthening of prices. Some uncertainty is now hovering over the market in Canada until the effect of proposed reductions in freight rates on ore, pig iron, billets, blooms, wire rods and scrap iron is known. This suggested reduction amounts to 16.66 per cent. west of the Great Lakes and 20 per cent. east of the lakes. For a long time freight rates have been pointed to as the one barrier to lower iron and steel prices so the effect of any such reductions on hardware line would be watched with interest.

The steel market still controls the prices of a large percentage of hardware lines and due to the unusual demands on the mills, the coal strike and slowness of production, it is not believed than any dull period will be experienced in any of the hardware items which are fabricated from steel and iron. The demand for these lines has been heavy, and considering the large structural and railroad orders which have been placed with the mills, the smaller items have not been obtained in as large quantities as the trade desired.

The output of pig iron and finished steel products have both been affected. The possible results from the U. S. railroad strike are also having some effect, making steel mills and other manufacturing plants more careful in selling ahead, for fear there may be further restrictions in output. Costs of making pig iron and steel have gone up.

A continued steady improvement in hardware, both city and country, is the substance of opinion expressed by the trade this week. It is becoming the general view that the lowest point in the hardware trade has been safely passed and that with stocks at normal for the time, experiences learned in the last a firm footing for the future. It is worthy of notice that the percentage of hardware firms forced to the wall in this province, has probably been lower than in any other line of trade.

Pittsburg Markets

PITTSBURG, July 6.—The turnover in the steel market, in point of tonnage, has decreased farther in the past week, there having been indeed a more or less steady decrease for several weeks, the most active market having been in April. While the tonnage turnover is relatively light it would hardly be entirely accurate to describe the market as "quiet" for the reason that there is considerable pressure for early deliveries. The tonnage thus bought is not large, but the market is kept from appearing actually dull.

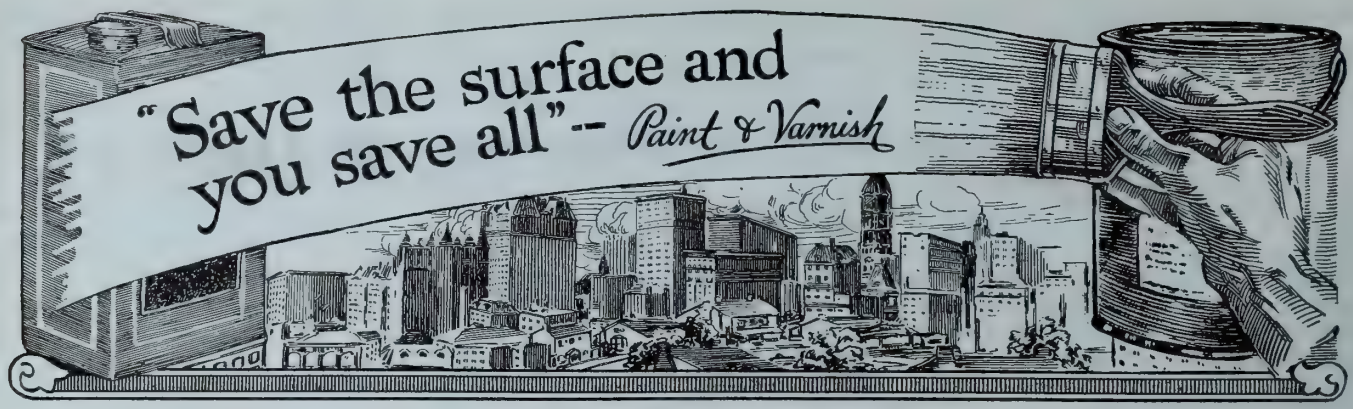
The mills say that the lighter turnover at present is due to their indisposition to sell, and assert that they could dispose of large tonnages if they were willing to accept the business offered them by customers. This, however, would be chiefly in the form of contracts for delivery late in the year, and the mills are no doubt just as well off without such business, as the buyers would specify freely if the market should prove strong late in the year, and otherwise would be indisposed to specify.

July and August are almost invariably very dull months in the steel market and this year will furnish no exception, as the stage has practically been reached already. This does not make the market any less strong, for the mills are well sold up through the two months, and in some lines, particularly in merchant bars, they are sold for a longer time. Whether all buyers are covered to an equal extent is a question, the present buying for prompt delivery indicating that they are not.

Now that the usual midsummer period is entered upon, the question is how the market will shape itself up afterwards, say in September, when regular buying for the early Autumn should begin.

This question does not hinge to as great an extent as usual upon the prospects for consumption, relative to present consumption, for the reason that it is fairly well established that consumption is likely to continue increasing, at least for a time. Apart from the regular consumption of manufacturing consumers, there are freight cars and structural steel jobs, contracts for which have been made while most of the steel involved is still to be consumed. In the first half of the year about 92,000 freight cars were ordered, while only a small fraction of the number have actually been made.

The more important question hinges upon the relation between production and consumption in the past three or four months. It might be that buyers had gone too far, buying more steel than currently needed, but laying in stocks in fear of the coal strike making trouble. If consumption of late has been much under production, then a good sized increase in consumption might still make a tonnage less than the current production, which accordingly could not be maintained indefinitely.



Why Paint is Needed to "Save the Surface"

A House Is As Pretty As the Paint and Varnish That Are On It But Enduring Strength of Bridges Is the Strength of Paint That Covers the Steel—Two Kinds of Oxidation—Lower Repair Cost Vouches for Value of Paint—Some Good Pointers to Use on Prospects

THE FAME of "Save the Surface" is spreading. News of its importance, its accomplishments and what it stands for, is being transmitted by radio-telephony. In a recent address on this subject, broadcasted over the radio, L. C. Stuckrath, Chairman of the Pittsburgh Save the Surface Committee, outlines a number of interesting points concerning this campaign. The points brought out in his talk to prospective paint users might well be copied by the hardware merchant in his sales effort in the various communities throughout Canada. Excerpts could be used in advertising or in personal talks with prospects. Following is the address:

"I wonder how many people ever give thought to the real purpose of paint and varnish. Our first impressions of paint and varnish are as ornamental materials but, much more than that, they are indispensable agents to prevent decay and loss, and to lengthen life.

"It is true that paint and varnish are beauty remedies—the chrysalis of the butterfly is representative of the transformation wrought by a coat of paint or varnish, and the transition from the horrid to the beautiful is no less pronounced. However, paint and varnish are not alone beauty remedies. A very important, if not the most important function is to protect, preserve and restore property values, and it is this economic side of paint that is not always so readily observed and appreciated as the decorative.

Only as Strong as the Paint

"Certainly the house you live in is as pretty as the paint and varnish that are in it, but the enduring strength of the bridges that span our rivers depends alone on the strength of the paint that covers the steel. The life and beauty of structures would be short if these two wonder products—paint and varnish—did not exist. It is said that 'self preservation is the first law of nature.' Self is dual. Yourself consists of your physical body first and your property and possessions second. Paint and varnish as preservers of property therefore embrace the primitive or first law of man or animal law of self preservation.

"Few people stop to think that the natural enemies of property are sun, rain, snow, wind, sleet and cold. These elements are constantly and perpetually working, night and day, attacking property. This constant deterioration is caused by oxidation, of which there are two kinds, quick oxidation and slow oxidation.

"Quick oxidation is fire—fire which occurs occasionally. While in 1920 fire caused the tremendous loss to the American people of $350,000,000, it is estimated by the government that the loss due to deterioration exceeded a $1,000,000,000 yet the public paid fire insurance premiums to the amount of $451,000,000 for insurance protection.

Compare Fire and Deterioration

"Statistics show that only one out of every two hundred buildings insured burn, while two hundred out of every two hundred buildings are subject to constant deterioration. Slow oxidation caused by the elements is the reason why paint and varnish are needed to protect property. Nature protects its own by giving trees a bark. When trees are cut into lumber, they need protection.

"A striking example of deterioration was the steamship 'Leviathan,' formerly known as the 'Vaterland,' which stood at its dock in the Hudson River, unpainted and neglected for a short period of seven years, and as a result it required several hundred thousands of dollars to put her again into condition. Contrasted with this is the oldest ship afloat, the British convict ship 'Success,' which has been protected for 131 years by frequent re-painting. Another example is shown by the Government light ships along the Atlantic coast. These ships are anchored at points where it is not practical to build lighthouses. These lightships never weigh anchor to go into port, except for repairs and to be repainted. All fuel, food and supplies are brought to them.

"Engineers and men in charge of large industrial projects, builders of bridges and railroads, of steamships and public buildings have long realized that if the structures they design and build and have in their care are to withstand the destructive agencies of wind and weather, and the elements, they must be given surface protection, and surface protection means but one thing—paint and varnish.

Lower Repair Cost

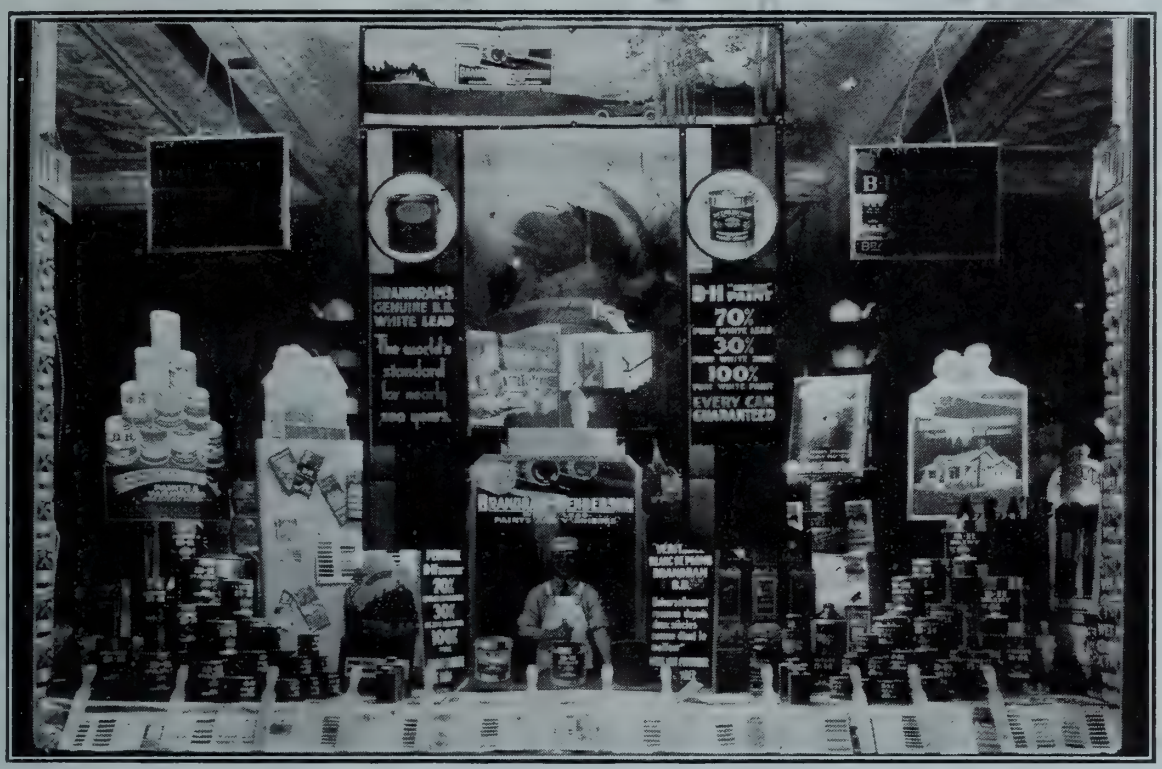
"To fill this need, paint technologists and chemists have perfected definite specifications for paints and varnishes to meet every requirement for use on wood, steel and concrete. They are constantly experimenting with materials and methods to make their protective elements better and more durable, and there is not a great industry today that does not give very careful consideration to the kind of paints and varnishes that are used.

"They know that the systematic use of paint and varnish means lower repair costs, less depreciation in property value and greater safety.

"It is logical to assume that these conclusions so generally accepted by large users, can also be applied to the retail sale of paint to home owners and individual buyers.

"Nothing adds so much to the appearance of a building as a coat of paint and every dollar spent for paint saves many

Emphasize "Save The Surface" in Paint Displays



An attractive arrangement of paint and varnish is seen in this display by A. R. A'Bear, hardware merchant of Montreal. Note how the pyramids are built up at each end and the centre reserved for literature dealing with the importance of using paint to "Save the Surface." Paint cards and paddles are arranged in the foreground where they carry a direct appeal to the onlooker.

more dollars of value in the increased worth of the building painted. It is an evidence of thrift and pride and you help make your city more attractive. Painting is easily done by practical workmen without much inconvenience and is probably the cheapest and best investment of the Home Owner."

WHITE LEAD REGULATION A PROVINCIAL MATTER

Ottawa, Ont.—The draft conventions with which an Order-in-Council just issued by the government deals, include one in regard to the use of white lead in paint. This is as a result of the Geneva Labor Conference under the League of Nations, at which the question of abolishing white lead in paint due to alleged danger of lead poisoning to painters, was considered. The draft convention on this point is interpreted as being directed at regulation rather than prohibition and is therefore stated to be within provincial jurisdiction.

LIGHTS WHICH VEHICLES MUST CARRY AFTER DARK

Vehicles of all sorts using the city streets of Toronto after sundown will require to carry lights, in conformity with a by-law passed by the City Council last January. The enforcement of the law has been entrusted to the Police Commissioners, and police orders have been issued to the following effect:

All horse-drawn vehicles will carry a white light in front and a red light in rear, on the left-hand side.

Cyclists will be required to carry a white light in front, and a light or red disc, 1¾ inches in diameter, in the rear, so that it may be seen by any vehicle approaching from behind.

Motorists, as usual, will require to carry three lights, two in front and one in rear.

It is not the intention to make the observance of the law onerous at first. Some time probably will be given for educating the public, and police officers, no doubt, will be told to use discretion in enforcing the by-law.

Creed of "Save The Surface" Salesmen

The U. S. National Association of Save the Surface Salesmen was represented at the Buffalo Sales Managers Conference by Mr. Maston, the acting president, who spoke on the subject of "The Place of the Salesman in 1923."

The Creed of the Save the Surface Salesman, which is printed on the back of the membership card sent each member of the National Salesmen's Association, is as follows:

I believe in the goods I am selling, in the firm I am working for, and my ability to get results.

I believe that honest goods can be sold to honest men by honest methods.

I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking, and in the pleasure of selling goods.

I believe that a man gets what he goes after; that one order to-day is worth two orders to-morrow, and that no man is down and out until he has lost faith in himself.

I believe in to-day and the work I am doing, in to-morrow and the work I hope to do, and in the sure reward the future holds.

I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and in honest competition.

I believe there is an order somewhere for every man with the courage to go and get it.

I believe I have that courage—right now.

Weekly Paint Markets

Montreal

MONTREAL, July 6.—The advances announced in ready-mixed paint and varnish prices, overshadow other developments in the paint markets this week. A ten cent per gallon increase is now in effect on all house paints, porch, marine, flat oil paints, and enamels. Barn, dory and roof paints, also shingle stains are advanced five cents per gallon, while varnishes, varnish stains and enamels selling above the $3.00 level are increased by ten cents per gallon, and those lines in this class previously selling below the $3.00 level are only higher by five cents.

This upward movement is attributed by paint manufacturers to the recent higher costs of such raw products as pig lead and linseed oil, and they also state that various chemicals from which dry colors are made have also recently attained higher price levels. The addition of the sales tax revisions has been a factor in reaching the decision to conform with rising production costs. White lead in oil has registered an increase of 25 cents per 100 lbs., while the booking date has been extended to Sept. 15.

Turpentine has receded considerably from the high-water mark recorded last week, and both primary and domestic quotations show a marked decline. This is attributed to the refusal of consumers to purchase at the record levels, while offerings also became of much larger volume, no doubt attracted by the high prices. This situation bears out the prediction that tanked turpentine is not quite so scarce at the south as recent market conditions indicated, and fresh supplies are now somewhat in excess of shipments. Locally, a range is still evident in the different quotations reported by various distributors.

There has been no change in linseed oil prices this week, flax seed being described as fairly strong owing to the limited supply available, while the new crop will not become a market factor until another three months.

HIGHER QUOTATIONS ON PAINTS AND VARNISHES

Montreal.

All house paints of all qualities; porch paints, marine paints, flat oil paints, floor paints and enamels and all other liquid oil paints are advanced 10c per gal.

Barn paints, dory paints, roof paints and shingle paints are advanced 5c per gal.

All varnishes, varnish paints and enamels selling above $3.00 per gal. net are advanced 10c per gal. Those selling below $3.00 per gal. net are advanced 5c per gal.

This apparently is a sympathetic movement on the part of the paint industry in keeping with the general upward trend of the raw material markets, and is a measure of protection.

Pig lead and linseed oil are both up over what they cost a year ago, and other classes of raw materials are higher to-day than they have been for a long time. Chemicals from which dry colors are made have all advanced. The price of 'Blue' for instance, which is one of the basic colors in colored paints, has gone up 19c per pound, and similarly every other color employing lead salts, such as chromes, has advanced.

One manufacturer stated that the general situation has reached a point where it has become very difficult to maintain prices, and as a consequence prices have been advanced as indicated above. He also added that the manufacturers have been slow to take advantage of the stiffening in prices of the raw materials, and the present advances are only nominal.

WHITE LEAD IN OIL PRICE ALSO ADVANCED

Montreal.

Manufacturers of white lead have announced an increase in the price of this product of 25c and the booking date to September 15th. In justification of this they state that both pig lead and linseed oil are much higher in price than they were a year ago and there is little prospect of declines in the costs of these raw materials.

BRISK DEMAND RECORDED FOR WINDOW GLASS

Montreal.

Belgium prices are somewhat firmer, owing to some of the factories closing down for the summer. The local quotations remain unchanged, however, being quoted at 15% off the $6.00 list for ordinary business with a slightly lower quotation being given for quantities. Owing to the amount of building going on in the city there is a moderate demand, with country business being reported as only fair.

REACTION EVIDENT IN TURPENTINE QUOTATION

Montreal.

There has been a settling down of the turpentine market undoubtedly due to its sky-rockety advance when it rose 60c. in one week. Prices have receded from the peak of last week, and as one distributor stated "the price is about right now." There continues to be a distinct variation in prices among the distributors and turpentine can be secured as low as $1.55 per gal. Stocks, however, are comparatively low and the supply from the south is still scarce.

TURPENTINE—	Imp. Gal.
1 barrel lots	1 60 to 1 85
2 to 4 barrel lots, per gal.	1 59 to 1 84
Broken lots	1 70 to 1 95

LINSEED OIL PRICE LEVELS REMAIN FIRM

Montreal.

There has been no change this week in the price of linseed oil, but the undertone of the market is firmer. Flax seed is quite scarce ,and this year's crop will not come on the market until September. The demand continues to be quite strong, and it would not be surprising, therefore, if prices were to advance still further.

LINSEED OIL—		
1 to 2 barrel lots, per gal.	1 13	1 15
5 to 8 barrel lots, per gal.	1 11	1 13

Less barrels, add 10 cents per gallon.

Toronto

TORONTO, July 6—Effective July 4, an advance of ten cents per gallon has been announced by paint manufacturers on all ready-mixed paints, floor, marine, porch floor, inside floor, flat wall colors and other oil paints. All shingle stains are also increased five cents per gallon, while dory, barn, roof and bridge paints, record a similar upward change of five cents. All enamels, gloss paints, varnishes, varnish stains, and sundries such as wagon and buggy paints previously selling at $3.00 per gallon or over are increased ten cents, and those lines selling at less than the $3.00 levels are higher by five cents per gallon. In addition, pure and compound white lead registers an advance of 25 cents per 100 lbs.

These changes supply the premier developments in the current weekly paint markets, but the recession in turpentine prices is another feature of interest. A considerable range in quotations has appeared in the price levels given by the different local distributors, such a variation being attributed to the condition of available supplies. Offerings in southern producing centres became much more plentiful with the appearance of the recent high-water levels, holders of tanked turpentine no doubt being attracted by the season's record prices. Consumer's, however, placed commitments very sparingly with the natural

(Continued on page 58)

Make Your Paint Department Your Biggest Asset

"Muresco" is making a big hit with the housewife for a wall covering because it is so easy to apply that any amateur can get excellent results.

You can also recommend "Muresco" as an inexpensive and sanitary covering for walls and ceilings of schools and public buildings.

If you are well stocked up with a good variety of the different shades of "Muresco" you will have no difficulty in selling them.

"Quality Forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

TORONTO PAINT MARKETS

(Continued from page 56)

result of an easier tendency, a reaction from the run-away market which was more or less expected in certain quarters.

MANY PAINT LINES AT HIGHER PRICES

Toronto

Current increases in various paint products are detailed as follows: all enamels, varnish and varnish stains, also sundries such as wagon and buggy paints which have been previously selling at $3.00 net or over, are now ten cents per gallon higher, while similar lines under that price are only advanced five cents. All ready mixed paints including porch, floor, marine, flat wall and other liquid oil paints of all qualities, have been advanced ten cents per gallon. Shingle stains, barn, bridge, roof and dory paints are quoted five cents per gallon higher than formerly.

The rise is attributed by paint manufacturers and distributors to the higher costs of certain raw materials entering into production, such as pig lead, linseed oil, and certain chemicals from which dry colors are made. In addition, there are the recent sales tax revisions, and one factor of particular interest is that under the new scale of prices, manufacturers have arranged to absorb half the sales tax. Retailers will therefore, only be billed with sales tax at 2¼ per cent. on the invoice price, instead of 4 1/2 per cent. As an example of this, one manufacturer pointed out that their products are distributed in certain portions of the country through jobbing houses, while in other sections they maintain selling agents. These concerns were distributing sources who in turn also had to sell to jobbers in that territory. Under these circumstances, the 2¼ per cent. became an important factor in cost elements, and definite arrangements regarding same have therefore been established.

CONSIDERABLE RANGE IN LINSEED OIL PRICES

Toronto

Linseed oil quotations have also developed a range on the local market, a difference of ten cents per gallon being noticeable in the price levels announced by the different distributing sources. In many quarters the price recorded last week of $1.20 per gallon in barrel lots is still maintained, but from other sources comes advice that $1.10 and $1.13, are the prevailing figures. Sellers claim that the latter quotations are too low in comparison with the current cost of flax seed, and with a fair demand for oil in evidence, the undertone has lost none of its firmness.

The outlook in the flax seed markets continues to improve, and while crop conditions are considered favorable for this time of the year, it is pointed out that this year's seed will not appear on the market for another two or three months. Therefore, while the fluctuations in seed prices have reflected similar movements in linseed, the position of the latter market is technically considered as strong, in view of prevailing seed conditions.

ADVANCED QUOTATIONS ON WHITE LEAD IN OIL

Toronto

White lead in oil quotations have been advanced twenty-five cents per 100 lbs., and the forward booking date has been extended until Sept. 15. This development reflects the firm undertone in this product which has been pointed out in recent market reports contained in Hardware and Metal. Paint manufacturers state that pig lead and linseed oil are contributory elements which are now much higher in price. Lead has shown considerable market strength during the past month or two, and while ingot lead recorded a slightly easier tone just recently due to a lull in consumer interest, the position of virgin metal is considered statistically firm. The probable extension of the booking date was outlined in last week's issue. Following are the revised local quotations:

WHITE LEAD IN OIL—

In 5-ton lots	12 70
In 1-ton lots	13 45
Less quantities	13 80

NATURAL REACTION IN TURPENTINE MARKETS

Toronto

As realized in many quarters last week, the recent boost in turpentine prices was of a transient nature, and a reaction is now evident. Quotations at southern primary markets receded sharply from the season's record levels, owing to the meagre commitments on the part of the consumers, combined with the fact that the higher levels brought out offerings on a larger scale. Local prices, however, continue to register a considerable range in the quotation received from the different distributors, and this factor is more or less accounted for by the condition of current stocks. While prices are easier at Savannah, it is pointed out by certain local authorities that some time must elapse before fresh shipments can arrive which were purchased since the drop in quotations has been established. Other distributors also claim that no profit can be made in handling turpentine at levels which are very much lower than those recorded last week, as present supplies represent the record costs. The demand for turpentine, however, during the past week or two has naturally been of smaller volume, this being partially attributed to the sudden boost in prices. Local quotations, therefore, have declined in proportion, the highest current price announced being $1.90 per Imperial gallon in one barrel lots, which is ten cents below the high level established a few days ago, while the lowest prevailing price quoted to Hardware and Metal was $1.75, a fifteen per cent. range which tends to further complicate a market which has reflected uncertain elements during recent weeks.

The Customer Who Wants "Just A Brush"

Bigger Percentage of Profit on Brushes Than on Paints and Varnishes Makes It Imperative to Make Use of Every Opportunity to Sell Them to Paint Customers—Educating the Amateur Painter

THE BRUSH has so many uses that it has become an essential part of life's equipment. When we think of cleaning, freshening, polishing, smoothing, shining, making attractive, renewing, passing along gracefully without colliding, and kindred things we unconsciously speak of "brushing."

The brush has been a home maker and a health builder. A home maker because of its service in making things more congenial and attractive. A health builder because of its sanitary service and genius for making life happier.

The brush has entered every mechanical art and has been made of various materials and of different shapes but always the principle is the same and just as our language has brushed itself up and incorporated the brush as one of our most expressive and ever ready words, so also the brush itself has become an essential part of human life. We have learned to think brush and will always brush.

Do not underestimate the value of your brush sales. The percentage of profit to you on brushes is considerably larger than that on paints or varnishes, so when a customer enters your store to purchase paint or varnish the occasion offers a natural opportunity to sell a brush.

If the customer is an amateur painter and wants "just a brush," be sure to sell the correct brush for the use to which he intends to put it. Sell a brush of a quality in keeping with that of the paint or varnish which has been purchased. In other words, help the customer in his choice, so that when he leaves your store you will feel satisfied that he has purchased the right preservative and the right brush with which to apply it.

If your brush sales are a small item with you now, do not overlook the unlimited opportunity which they offer. If this branch of your business already forms a considerable part of your sales, it can be made larger by educating your customers or prospective customers to the great value to be derived from applying the right preservative with the best brush.

Boeckh's Brush News

The Show Board—An Active Salesman

The Show Board has proven itself a silent but active salesman. For this reason we have gone to considerable trouble and expense in order to provide our merchants with boards such as the one illustrated. Merchants already using this board have noted a considerable speeding up in brush sales. But a Show Board kept in the back shop will not sell brushes. It must be attractively displayed in a conspicuous place. Give it encouragement from time to time as you do your clerks. Change its place in the store. Along with the Show Board, use real live window displays. Keep attractive counter cards on the case. More than this, every person who sells goods over your counter should have a thorough knowledge of Boeckh's Brushes. They should be instructed to give all prospective brush customers, pamphlets (such as we supply free on application) when they are shopping in your store. These things keep up your customers' interest. It makes them realize their need of good brushes.

Use a Show Board, encourage it along a bit—and it will prove active in selling not only Boeckh's Brushes, but paints, oils, floor brooms, kalsomine and many other lines that are closely associated with brushes.

This Show Board is supplied free of charge. You pay only for the stock displayed on it. If you are not already using one, write us at once for particulars. Do not delay in this important matter. Delay means lost profits.

The Boeckh Company Ltd.
Toronto, Canada

Makers of Everything in Good Brushes since 1856

Distributors:-

Montreal—The H. E. Smith Sales Company, 130 Craig St. West.
Winnipeg—J. B. Buckham, 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths Co., 1080 Hamilton St., Vancouver, B.C.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	11 50
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. ..	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition— Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metalic, list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . ..	1 50	Group 5....	2 00
Group 6 . ..	2 50	Group 7....	3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
50 or less than 125 each...... 0 43
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each...........$0 50
12 or less than 50, each...... 0 45
Box of 50, each.............. 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large head, 25%.
Elevator bolts, corrugated heads 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $1.00.
Nuts, 2 in., and smaller, hexagon —Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless.	
real	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.80.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75 Toronto, $8.00; London, $7.75.

Barrett Dealers, Everywhere, Gentlemen:—

We're a handsome combination—
Look so swell upon your shelves,
That we share the admiration
That you feel for us, ourselves.

Your customers all choose us
For they know the Barrett name,
And they never will confuse us
With the stuff that's "just the same."

Making money is our function—
Not just dolling up your store.
So we leave without compunction,
Hurry up and order more!

The Barrett Company
LIMITED

MONTREAL
WINNIPEG
HALIFAX, N. S.
TORONTO
VANCOUVER
ST. JOHN, N. B.

Yours for a quick turnover— Barrett Products

If interested tear out this page and place with letters to be answered

DAMPERS— Doz.

7 inch 2 10

Cast, champion, 5 inch.....$1 42

6 inch 1 57

DOORS, SCREEN—

Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz. 39 60

2 ft. 8 in., doz. 40 20

2 ft. 10 in., doz.......... 40 80

3 ft. 7 in., doz. 41 40

DRILLS—

Standard List.

Blacksmiths', ½ in. 2½ in. shank List each.

⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.

Ratchet 10%

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American....50%

Kerney Foot Arcade ....60|5%

J. Barton Smith, Eagle.......55%

P. H. and Imperial ....60|5%

Globe ....60|5%

Nicholson 40%

Black Diamond 40%

Delta Files 20%

Firth Files 50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs, countersunk		net
Couplings 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS

New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT

Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)

per doz.

Mechanics, polished nickle finish 7 90

Do., nickel finish 6 25

General purpose, do. 5 00

Saw Handle, polished, deep frame 16 00

F.o.b. Prescott.

GRINDSTONES

Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face ..$4 50

Two-inch and over 4 00

40 to 80 lb. weight.

Under 2-inch face 4 25

2 ins. and over 3 50

Bi-Treadle, each 9 75

Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.

No. 22, $8.67; 23, $9.37; 24½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE—

Per gross.

Sisal, 7-16 in. 21 00

Do., 9-16 in 33 00

Jute, 7-16 in. 19 00

Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL— Doz.

No. 21 ....$10 50

No. 1 .... 13 50

Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—

Can. 2-2½ lbs. cwt.........$20 00

Do., 3-4½ lbs. 18 00

Do., 5 lbs. and over $15 00

Masons, 2-3½ lbs. 25 00

Do., 3-4½ lbs. 23 00

5 lbs. and over 18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No. 38, No. 46, 5 lbs. and over 15 00

HAMMERS MACHINISTS—

No. 30, 1-lb. 8 00

No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—

All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR

Storm King No. 42, $11.80 per doz.

Safety No. 20, list less 20-10%.

Reliable, No. 1, list less 20-10%.

Round Trolley No. 1917, list less 33 1/3-5%.

Atlas No. 0 .... 13 35

Do., No. 1 .... 13 80

Do., No. 2 .... 15 85

Stearns, 4 in. 12 80

Do., 5 in. 16 00

Perfect, No. 1 .... 10 50

Canada 13 25

Hatch 13 00

National 15 00

America 19 00

Great West 30 00

HATCHETS, SHINGLING—per doz.

No. 1 ... ...$ 9 75

No. 2 ... ... 10 75

HATCHETS, LATH

No. 3 ... ... 10 00

No. 4 ... ... 10 75

HATCHETS, BARRELLING—

Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—

No. 7 ... ... 11 00

No. 8 ... ... 11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater 10 00

Heatray Heater 12 00

Discounts 25%-33%, according to quantity.

Majestic, 1 burner 11 00

Do., 2 burner 16 00

Discount 27½ %.

Universal 13 80

Discount 20 and 5%.

F.O.B. Toronto.

HINGES—Blind Doz. sets

Clark's No. 01 ... . 1 92

HINGES, SPRING—

No. 200 and No. 20, per gr. $21.25

Ajax Floor No. 3111. per set 1 85

Reliance Door Springs, No. 270

Light, per doz. 2 50

Medium, per doz. 3 25

Heavy, per doz. 5 00

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., 18.50; 33 in., $21.50 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25

Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.

F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—

Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN

3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.

4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.

5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.

Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.

Less 5 per cent. for 500 ft. reels.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96 ... ... 21c per lb.

48 x 96 ... ... 21c per lb.

Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)

Potts polished, per set .....$ 1 65

Potts, nickel plated, per set 1 70

Potts handles, japd., grs. ... 16 50

Common, No. 1, 4 and 5 lbs. 20 60

Do., 6 lbs. and up, cwt .. 15 00

F.O.B. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.

Classic, $8 list.

Discount 25 per cent. to 33 per cent. according to quantity.

KNIVES, HAY

Spear Point 15 00

Lightning 14 00

Heaths 14 00

LADDERS, ETC.

Step Ladders Per ft.

Standard $0 44

Household 0 33

Shelf Lock, 4 to 8 ft. only 0 28 0 30

Faultless, 4 to 8 ft. only.... 0 44

Do., 10, 12 and 14 ft..... 0 49

Single and Fruit Picking

10 ft. to 16 ft. 0 26 0 28

18 ft. to 20 ft. 0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

20 to 32 ft. 0 30

36 to 40 ft. 0 33

44 feet, and over 0 36

Special quality, 20 to 40 ft... 0 45

Three section extension 0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain $ 9 00

Do., Japanned 12 75

Dash, plain 18 75

Do., Japd. 19 25

Do., Search (r'nd reflec). 15 55

Little Bobs 2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, short or long:

1 doz. cases .. .. 1 35 doz.

3 doz. cases ... ... 1 20 doz.

6 doz. cases .... 1 15 doz.

Cold blast genuine ruby 4 25 doz.

F.O.B. factory.

LATCHES—

Steel Thumb, No. 2 .... 2 20

Do., No. 3 .... 2 50

Do., No. 4 .... 3 75

Barn Door, No. 5 .... 3 05

Do., No. 8 .... 3 80

F.O.B. Montreal, Toronto, London.

LEAD— For pig lead, lead andzinc products see weekly report.

MACHINES (WASHING)—

Noiseless 17 50

Hamilton 14 02

Peerless 14 50

Snowball 19 50

New Century, Style A 19 75

Do., style B 21 00

Do., Electric ... .125 00

Playtime, engine drive 27 00

Ideal Power 30 00

Sunshine 10 25

Popular 14 50

Economic 16 00

Puritan 19 50

New Champion 21 50

Home 21 50

Vacuum 28 00

Home, water motor 30 00

Whirlpool, water power 32 00

Hydro, 1 Tub, engine drive 57 00

Do., electric 16 50

Rotary water motor washer 29 00

Connor, ballbearing, with rack 22 75

Perfection, engine drive 65 00

Do., electric ... .116 50

Beaver 26 00

Beaver, power 27 00

Connor, vacuum 27 50

Patriot 21 50

Jubilee 12 50

Canada First 21 50

Minimax Electric ... .129 00

Mono-Vac, electric ... .145 00

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz. $10 00

Pick, doz. 10 00

F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—

No. 4, dozen $33 95

No. 8 dozen 44 90

Universal—

No. 4 dozen $40 00

No. 8 dozen 52 00

MOPS— Doz. Net.

Liquid Veneer, ... 16 00

O-Cedar, large, with handles 16 00

Do., small, with handles .. 10 00

Crank-Wringing 6 75

Self-Wringing, complete .. 4 00

No. 6, Sticks 1 85

No. 10, sticks 2 00

No. 11, Janitor, ... 4 75

Cast head mop, ... 2 00

Smart's 4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac 20%

Woodyatt 20%

Empress 20%

Mayflower 20%

Ontario Daisy 20%

Star 20%

Whippet ... ... Net

Thousand Island ... . Net

Red Wing ... ... Net

Blue Bird ... ... Net

List, Sept. 12, 1921.

Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.

F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood, $3.70 base.
F.O.B. Montreal, $3.70 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.O.B. Montreal, $4.40 base.
Carload freight allowed, Toronto, Hamilton and London.
Roofing Nails — American, large head, keg, $10.60. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 76
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝″	$15 00
4	1¾″	10 00
5	1 15-16″	4 50
6	2⅛″	4 50
7	2 5-16″	4 50
8	2½″	4 50
9	2 11-16″	4 50
10	2⅞″	4 50
11	3 1-16″	4 50
12	3¼″	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90
1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.
Invincible— Per rod.
1848 ... ... 0 67
2060 ... ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.
Blue Ribon—
24 inch, per roll 5 50
36 inch, per roll 7 15
48 inch, per roll 9 85
72 inch, per roll 11 25
Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80
F.o.b. Montreal and Toronto

OILS Toronto
Royalite, gal. .. ..$ 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 35½
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.69.0
Paraffine 0.20.0
List, less 15 per cent.
Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute .. ..$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joilliette 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette 0 85
Per 100 lbs.
Jolliette Sheathing ... 0 65 0 65
Do., tarred 0 85 0 85
Monarch sheathing, white .. 5 60
Do., gray 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Scythe brand dry straw 3 15
Spruce Sheathing, 36″ and 72″ wide 6 00
Asbestos Sheathing 6 75
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz. 3 45
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—
In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.
Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—
Clay Montreal Toronto
5 to 6 lbs. doz. $7 50 $7 80
6 to 7 lbs., doz....... 8 25 8 50
Rock—
7 to 8 lbs., doz. 9 00 9 25
F.o.b. Montreal and Toronto.

PINS. CLOTHES Per case
5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in	56 68	76 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 10
[illegible] in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	80 24
4 in.	57 77	77 89	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
[illegible] in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
[illegible] in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65
F. o.b. Montreal and Toronto

PLANTERS, CORN
King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto
Ordinary, 52 sheets .. 5 40 4 75
Do., 60 sheets 5 50 4 85

PLATES, COKE TIN
20x28x100 lb. basis, box..$13 00
20x28IC, 112s, box 13 50
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN
IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net
4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00
Liquid Veneer— Doz. Net
4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz. each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto Hamilton and London.

PUMPS, REDWING
No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75
F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.85; 3 ply, $2.20.
Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.
Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.
F. O. B. Montreal, Toronto.
Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq.. 36″ wide.. 2 85
Do., 18 wide 3 30
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 and 10 gal. cans 0 85
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal.
Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums 0 04
125 lb. drums 0 05
Above prices net. per doz.
5 lb. cans 6 60
10 lb. cans 12 00
1 lb. cans 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE
Pure Manila basis 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis 0 20
Double lathe yarn 0 18½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lathe yarn 0 18½
Yacht marline, tarred 0 57
Halyards 0 50
Beaver Halyards, wht. pol. ¾ in. basis 0 35
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 0 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.
Cotton, ⅛ in. 0 46
Do., 5-32 in. 0 45
Do., 3-16 in. 0 42
Do., ¼ in. and up 0 41
F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted Aug. 1, 1908.
Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, O. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass ....75 /5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70 /5%
Wood, R. H., bronze ....70 /5%
Square cap .... 55 %
Hexagon cap ... ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 20
Galvanized 5 20

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves$8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List.
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No. Description	Each
263—50 ft. Challenge Stl.....	4 95
103—50 ft. Reliable Jr., Stl...	5 25
243—50 ft. Rival Steel	4 40
553—50 ft. Steel	3 95
1243—50 ft. Rival Jr., Steel ..	4 06
603—50 ft. Metallic	3 17
604—66 ft. Do.	3 54
403—50 ft. Linen	2 39
	Dozen.
713—50 ft. Ass Skin	6 15
714—66 ft. Ass Skin	7 37
143—3 ft. Steel Pocket	7 27
145—5 ft. Steel Pocket.......	9 20
175—5 ft. Linen Pocket	6 35
165—5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined. bbl. $10 50
Crude. bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply............ 0 51
Do., 4-ply, lb.............. 0 53
Cones, 3-ply, lb. 0 48
Do., 4-ply, lb. 0 50

VALVES AND COCKS
Compression work – Standard. .45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, plus 40%.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, 17½%.
Steel sinks, painted, 17½%.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Coper tea and coffee pots, net list.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs.	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 50	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TINKER TOMS TALKS.

No. 366

EASY MONEY!

If you haven't sent in your estimate in our

"PREMIER" Galvanized Sheet Guessing Contest

do so at once.

Turn to page 69 in Hardware and Metal issue July 1st for full details. Everyone has a good chance. It's the same way with the users of "FREMIER" GALVANIZED STEEL SHEETS and the woods are full of them these fine days.

TINKER TOM

MADE IN PREMIER CANADA

Type No. 6007

TRADE CSB CO MARK

TRADE **CHICAGO** MARK

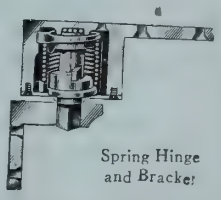
SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.
It has Ball Bearings.
No matter if the gate is heavy or **wide**, it will swing it **easily**, without **sagging.**
The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.
Backed by a world-wide reputation.

Chicago Spring Butt Company.
CHICAGO NEW YORK
SEND FOR CATALOGUE 36.

Top Pivot

Top Socket



Spring Hinge and Bracket

British Firm of Cutlery Manufacturers and Hardware Merchants, long Established in Canada require a live man (or Firm) to represent them in Eastern Provinces—resident in Montreal preferred.

Apply Box 106, MacLean's, 88 Fleet St., London, Eng.

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100-lb. kegs	0 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	-06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
n. red oxide bbls.	0 04
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 35

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite	6 10
Old Dutch	6 37
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 33
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 10
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac	4 35
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 15%.

Cut size sheet glass, 75% off November, 1920 list.

Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
C. & A. pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.	
Barrels, per gal.	$ 60
Half-Barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white	$ 3 95
Sanitone, white	3 55
Sanitone, colors	3 45
C.P. Co., pure white	4 05
C.P. Co. pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 80
Crown Diamond, colors	3 45
Crown Diamond, floor	3 40
Crown Diamond, porch	3 40
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 85
Do., House Colors	3 60
Do., Preservo Paint, white	2 80
Do., colors	2 65
Do., floor paint	3 55
Do., Sani-flat	3 55
Do., Paint & Deck Paint	3 60
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Canada Brand, white	4 05
O.P.W. Can. Brand, colors	3 70
O.P.W. Canada Brand, floor	3 65
O.P.W. Flat Wall, white	3 55
O.P.W. Flat Wall, color	3 45
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32
600 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 85	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 80	1 65
Martin Senours	1 45	1 65
Elastica	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 80	2 05
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 18
B. H. Maritime Spar	5 23
B. H. Hard Oil	2 81
B. H. Gold Medal	3 52
Elastilite	3 95
Granitine Floor Finish	3 95
Hydrox Spar	4 05
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
C.P.C. Sun Aero Spar	4 60
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 50
O.P.W. Indestructo, floor	3 50
O.P.W. Jasperite Pale Hard Oil	2 55
P. & L., No., No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 35
T. 45 Floor	3 60
Morvar Interior	3 35
Moore's Spar	5 10
Elastic Interior	3 24
Mar-not	4 03
Quick Action House	2 70
Rexspar	5 14
Scar-Not	4 76
Lowe Bros., durable floor	4 60
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor	4 95
Luxeberry Light	4 85
Luxeberry granite	5 00
Luxeberry spar	5 72
Ramsay's Universal	3 85
Ramsay's Agate Floor	3 90
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 10
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	2 30
Dougall Univarnish, clear	4 50
Dougall Transparent, spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 110 lbs.)
5 lb. pkgs.	White. Colors
Frescota	$ 8 50 $9 50
Decotint	8 50 9 50
Perfecto	8 50 9 50
Solpar	8 80 9 90
C. D. Wall Coating, white	8 75
Do., colors	9 25
Alabastine 300 lb. bbl.	7 00 7 50

Hygienic Kalsomine	per 100 lbs.
300 lb. bbls.	$ 7 00 $8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkgs.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, extra, 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 18c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.....		$ 7 00
22 short	$10 00		10 70
22 S. Mush		.....	11 60
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle	14 00		17 50
25 Short ..	$23 50	.....	.....
32 Short ..	23 50	.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P......		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
32 Rem. Rim......		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim......		.....	159 50
351 Self Ldg......		.....	121 50
44/65		.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16....	$12 00
4	5 00	19	14 00
5	6 00	20	14 00
6	6 00	21	16 00
7	5 00	22	16 00
8	6 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS. CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1.000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4. $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS. HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—
Big Ben 3 60
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS
See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 25%
Do., wire 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES
Globe .... Discount 60%
Nicholson Gen, ... Discount 40%

FITTINGS—Malleable
Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each
Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN
Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain
No. 0, 1½ lb............$17 00
No. 1, 1¼ lbs. 16 00
No. 1½, 1 lb. 15 75
No. 2, 13 oz. 15 60
No. 22, 1¼ lbs. 13 25
No. 21, 1 lb. 12 70
Bell Face
No. 61, 1¼ lbs. 16 00
No. 61½, 1 lb. 15 75
No. 62, 13 oz. 15 60
No. 65, 1¼ lbs. 13 25
No. 64, 1 lb. 12 70

HAMMERS. MACHINISTS'
No. 1 .... 10 20
No. 1½ 11 70
No. 2 .... 13 50
N. 2¼ 15 15

HAMMERS. MASONS'
No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.: 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., 24 in., $16.50.
$7.75; 18 in., $11.35; 21 in., $12.75;

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN
½ in. x 3-ply 9 50
⅝ in. x 3-ply 11 00
¾ in. x 3-ply 13 00

IRON GALVANI%ED
Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 7 90
26 Am. or 26 Eng. 7 50
26 Am. or 26 Eng. 7 20
24 ... ... 7 05
22 ... ... 7 05
18 and 20 ... ... 6 90
16 ... ... 6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's 17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—
No. 2 Japanned 10 58
No. 2 plain 10 07
No. 2 coppered 16 25
Short Globe, doz. 10 58

LATCHES—Thumb, Steel Doz.
102 ... ...$ 1 85
103 ... ... 2 00
104 ... ... 2 30
Barn Door
5 ... ... 3 85
8 ... ... 4 25
9 ... ... 6 50

LEAD PIPE, $11.61 per 100 lbs.

LEAD WASTE, $12.51 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.
Raw 1 25
Boiled 1 28

MACHINES—WASHING
Each
Dowswell ... ...$ 9 55
New Century 16 30
Canadian 10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1 ....$16 00
O-Cedar, No. 3 ... . 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyat		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
‹—3 blade ..	9 60	10 25	10 06
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4		....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, Colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165, x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.: No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 IX box	24 75
20 x 33 IC box	26 25
20 x 33 IX box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.65 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 51
Cotton, 3-ply balls	0 55
Cotton, 4-ply cones	0 53
Cotton, 4-ply balls	0 57

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4-point, $4.15, Winnipeg, Glidden Cattle, 2-pt., $4.00, Winnipeg, Baker, 2-pt., $4.00, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 90c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

Stop! Motorists

Diamond "A" House Paint

AND

Kyanize

If you tie up with these two lines you can't go wrong in your paint department.

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold to chemical analysis.

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It makes floors and furniture like new. It is the most durable finish made. Supplied in clear and eight popular colors.

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They are easy to apply and are very attractive in design.

For details and any information on any sheet metal problem, write

M'Tarlane-Douglas Co.
Limited
Ottawa, Canada

No. 1 Fire Pot, List Price, Each $27.20. Ask for Discount.

INTENSE HEAT

The No. 1 Fire Pot is made with Improved Double Blunt Needle Burner having wonderful generating power. Produces 300 degrees more heat and burns gasoline or kerosene. It overcomes 60 per cent. of all burner troubles caused by the old style sharp pointed needle. Upper needle has wire tip that cleans the orifice, lower needle regulates. Time and fuel is saved and the cost of upkeep is less than other makes. Jobbers supply at factory prices.

Ask for a catalogue.

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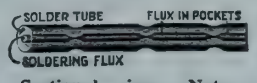
FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave., Chicago, U.S.A.

If interested tear out this page and place with letters to be answered

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Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John N. B.
W. Walker & Son, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

BROOMS
Canada Brush Co., Ltd., St. John, N.B.
Walter Woods Ltd., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y. ....
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Pritain, Conn.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

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DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton. Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton. Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited. Hamilton.
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Aver's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings. Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton. Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Aunt-Lasher Co., Inc., Lynn, Mass.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Walter Woods Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros. Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Gibbons Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
Pratt & Lambert, Bridgeport, Ont
Sanderson Pearcy & Co. Ltd., Toronto, Ont
Sherwin-Williams Co., Montreal, Que
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane-Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto
Hurtubise, Limited, Montreal.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

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Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, BARBED
British Empire Steel Corp., Ltd., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton
The Graham Nail Works, Toronto
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

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The Graham Nail Works, Toronto
Frost Steel & Wire Co. Ltd., Hamilton
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

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Frost Steel & Wire Co., Ltd., Hamilton
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

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British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

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Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
New Brunswick Wire Nail Co. Ltd., St. John, N.B

WIRE, COPPER & BRASS, FINE & HEAVY
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Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

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Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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J. H. Connor & Son Limited, Ottawa, Ont.

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WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
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Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

CAN YOU FORMULATE PAINT AND VARnish? If so, get in touch with us. We have an exceptional opportunity for a high grade man to produce results. We are an old established company in Toronto, Ont., who cater largely to the industrial trade. State experience, salary expected. Box 299 Hardware & Metal.

HIGH-GRADE MAN, WHO HAS HAD THOROugh experience as travelling salesman in hardware and auto accessories trade, required to take charge of distributors' business for Western Canada. One who can invest capital preferred. State complete details and when at liberty. Confidential. P. O. Box 1104, Saskatoon, Sask.

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EASTERN ONTARIO—GOOD SIDELINES IN hardware wanted for this territory. W. B., 84 Cornell Ave., Birchcliff, Ont.

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HARDWARE STORE WANTED IN CENTRAL Ontario; stock to run around $8000. Give full particulars. Box 621, Hardware & Metal.

WOULD LIKE TO PURCHASE OLD ESTablished hardware business, or would consider purchasing interest in same. Best of references as to character and integrity. Box 428, Hardware & Metal.

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NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

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HARDWARE CLERK WITH SIX YEARS' EXperience in general hardware, wants position. Best of references. Box 543, Hardware and Metal.

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FOR SALE—7 DOUBLE BARREL SHOT GUNS, 12 gauge. Pre-war stock. 20% discount off present prices. J. M. Palleck, 500 McIntosh St., Fort William, Ontario.

"VISIBLE" FIVE GALLON GASOLINE PUMP with electric pump complete. Guaranteed in first-class condition. Very reasonable price. Apply, Montreal West Automobile Service, Montreal West, Quebec.

"150 ACRES, GOOD BUILDINGS. HOUSE has bath and furnace, convenient to highway. Vicinity of Hamilton. Change on good hardware business. Apply Worthington Real Estate Brokers, Sun Life Bldg., Hamilton.

THE OLDEST AND MOST THOROUGHLY established Iron and Hardware business in a flourishing City in Western Ontario. Wholesale and Retail. It is a growing business. Address 125 Queen St. North, Kitchener, Ontario.

HARDWARE FOR SALE—TOWN OF GLENcoe, 30 miles from London. Stock and fixtures about $6,000, one opposition. Sickness forces me to sell. This is an A1 opportunity. If interested get on the train and come. L. O. Charlesworth, Glencoe, Ont.

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If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario
ARROW POINT

Quality Tacks of All Kinds

Representatives:
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Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
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Poultry Leg Bands, Ear Tags and Buttons
FOR STOCK *Retail Prices*
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of orinting required. Catalogue Free
H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.
GEORGIAN BAY SPRING AND BABBITT WORKS
Distributors for Ontario :
WHITES LIMITED, Collingwood

ELECTRO-CASTINGS LIMITED
Collingwood, Ontario
Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.
Distributors to the trade in Ontario :
WHITES LIMITED, Collingwood

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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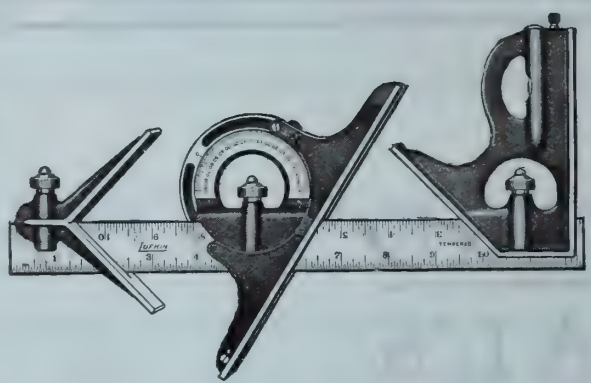
LUFKIN

COMBINATION SQUARES



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COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.
On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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The 34th Annual Fall Buying and Directory Number

Will Reach You On

"Reaches practically every worth-while buyer of hardware from coast to coast."

You will find a vast amount of practical and valuable information in both reading matter and advertising sections. Many new lines will be featured. The issue will be extremely valuable as a "Buyers' Guide" and Directory during the fall and winter months.

HARDWARE & METAL

Office of Publication

143-153 University Avenue, Toronto, Canada

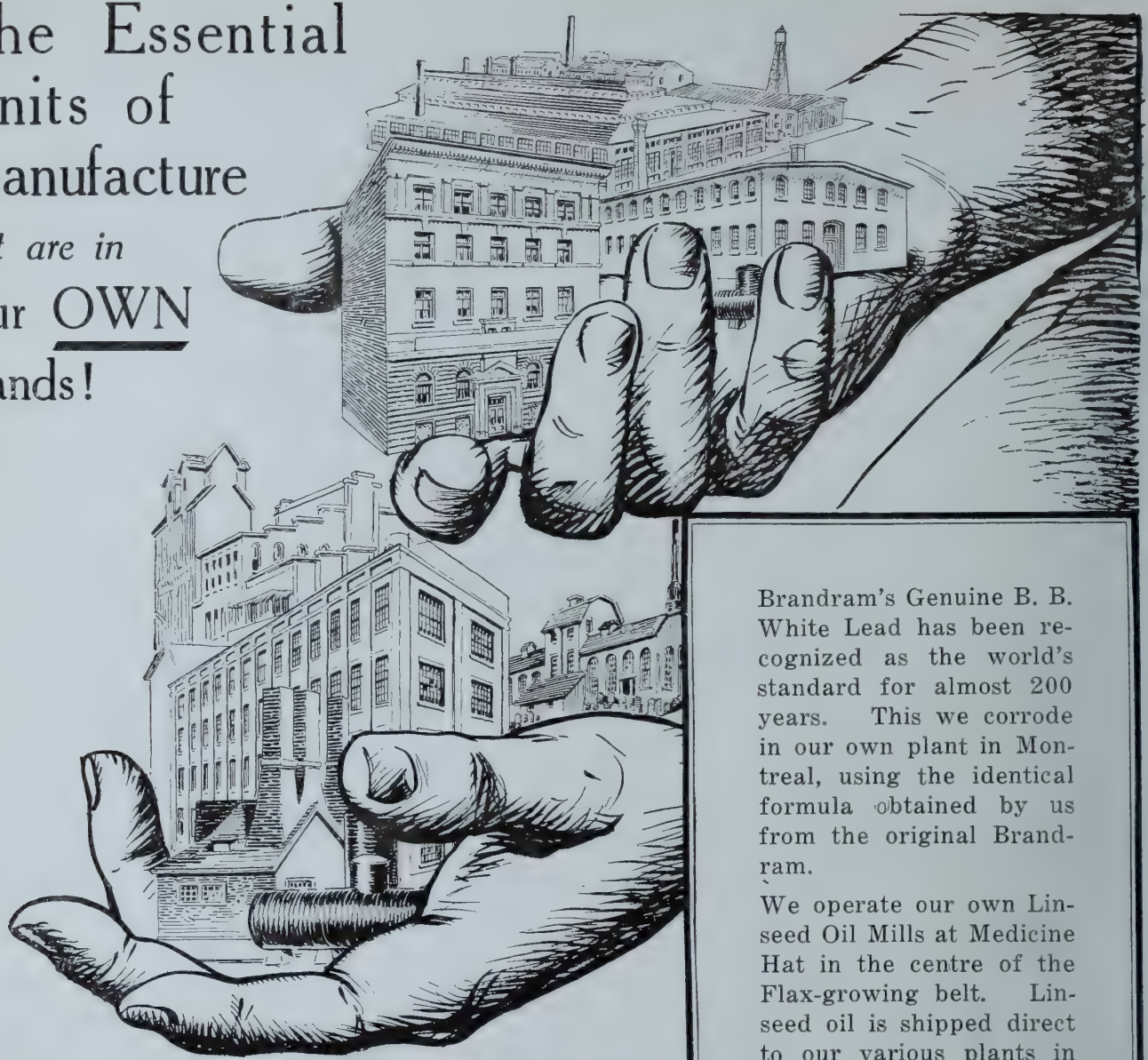
BRANCHES

CANADA—Montreal, Southam Bldg., Bleury St., Phone Plateau 946; Toronto, 143-153 University Avenue, Telephone Adelaide, 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E. C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street), Telephone Watkins 5869; Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

The Essential Units of Manufacture *that are in* Our OWN Hands!



One of the attractive features of the Brandram-Henderson line is the fact that we control the manufacture of the basic materials, which makes it possible for us to supply our agents throughout Canada a high quality product for every purpose in which a brush is used.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Brandram's Genuine B. B. White Lead has been recognized as the world's standard for almost 200 years. This we corrode in our own plant in Montreal, using the identical formula obtained by us from the original Brandram.

We operate our own Linseed Oil Mills at Medicine Hat in the centre of the Flax-growing belt. Linseed oil is shipped direct to our various plants in our own tank cars. Our Alberta Linseed Oil Mills provide sufficient quantity to meet our paint manufacturing requirements.

In Montreal we manufacture our own Dry Colors. We are not, therefore, compelled to depend upon outside sources for these important ingredients.

These manufacturing facilities enable us to offer our Agents throughout Canada a better all-round dealer proposition.

Write us for full particulars

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 28 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA July 15, 1922

DOVE LOAD
Also for Rail, Quail, Plover and Rabbit

SQUIRREL LOAD
Also for Rabbit, Duck and Crow

DUCK LOAD
Also for Pheasant
In 12, 16 and 20 Gauge.

HEAVY DUCK LOADS
Also for Brant
In 12 and 20 Gauge

RABBIT LOAD
Also for Squirrel
In 12, 16 and 20 Gauge

QUAIL LOAD
Also for Doves, Woodcock and Plover
In 12, 16 and 20 Gauge.

In 12 Gauge

A new and better way of selling Shotgun Ammunition

When a customer asks you what load he should use — don't worry over a hundred or more combinations. Ask him what game he is going after. Turn to your Remington Game Loads — and hand him the correct shells at once.

GROUSE LOAD
Also for Partridge Prairie Chicken, Pheasant
In 12, 16 and 20 Gauge

The New Remington Game Loads

The new Remington Game Loads are 24 special loads in 12, 16 and 20 gauge—practically designed and scientifically made for the best results in shot-gun shooting. On each carton, there is a life-like, full-color picture of the game for which the load is intended—as well as the gauge of the shells and the size of the shot.

There is no guess work. Your customer is pleased—and doubly pleased when he uses the load. Satisfied customers mean increased sales.

GOOSE LOAD
Also for Fox, Turkey and Raccoon
In 12 Gauge.

REMINGTON ARMS COMPANY
INCORPORATED

Cunard Bldg., 25 Broadway, New York City

(Remington UMC of Canada, Limited)

Remington

SNIPE LOAD
Also for Rail, Plover and Woodcock
In 12, 16 and 20 Gauge.

Remington Game Loads are furnished only in the famous Wetproof "Nitro Club" Shells

In 12 Gauge.

SUMMER VACATION—
YOUR GREAT OPPORTUNITY

NO other season offers so many opportunities for selling Eveready Flashlights and Batteries as the Summer Vacation period.

More thousands of people are planning auto trips, camping and canoe trips, living in summer cottages and spending their time out-of-doors this year than ever before.

These people are open for suggestions which will make their holiday more enjoyable and safer. What an opportunity to sell Eveready Flashlights and Batteries! There is no article that is of greater use than a good flashlight.

Eveready is not only the best flashlight made, but it is the only flashlight consistently advertised in a big national way. This is the time to sell Evereadys and gather in the profit.

CANADIAN NATIONAL CARBON CO., LIMITED

Montreal **Toronto** **Winnipeg**

EVEREADY
FLASHLIGHTS
& BATTERIES

7TE

SAMSON AXES

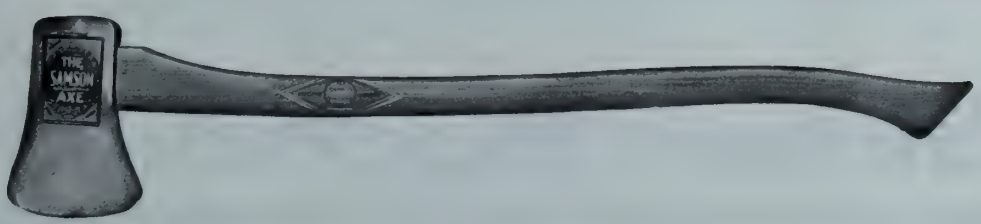
Samson Axes will hold a sharp cutting edge and still stand the severe strain to which they are subjected by the user. You can sell them with confidence.

FULLY GUARANTEED

H. S. Howland, Sons & Co.

LIMITED

TORONTO



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How to Cash in on our Advertising

Our great advertising campaign for Diamond Ware and Pearl Ware is pulling splendidly all over Canada. In those sections where merchants are co-operating the best results are seen.

By "co-operating" we mean making use of the various helps which we have produced since the beginning of the year. All you have to do to secure these free accessories is write to us or tell our traveller.

Mr. SMP

Copyright in Canada by the SMP of Canada Ltd.

These Will Help You Sell

(a) Twenty-six cuts of most popular utensils for use in your local advertising.
(b) Diamond Ware Window Trim; three back panels, twelve small cut-out figures, packed in carton.
(c) Pearl Ware Window Trim; three back panels, twelve small cut-out figures, packed in carton.
(d) Diamond Ware Window Trim, packed in carton; three back panels, eight small cards each to hold specified article.
(e) Pearl Ware Window Trim, packed in carton; three back panels, eight small cards each to hold specified article.
(f) Two Diamond Ware Window Cards.
(g) Two Pearl Ware Window Cards.
(h) Booklet; a Manual of Selling Points—"Helping You to Make More Money." Every hardware merchant should read this book.
(i) Price tags; 100 free to every merchant handling SMP Wares.
(j) Marking pencils for marking Diamond Ware or Pearl Ware.
(k) Giant ads. to hang in window or store interior.
(l) Window transfers, shape of SMP Shield—"SMP Quality Goods Sold Here."

With the aid of these helps hundreds of Canadian merchants are co-operating with our splendid advertising to such good effect that they have in many cases doubled and tripled their average turnover. How about you?

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

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The Building Season Creates Opportunities For You

THE great increase in motor sales, the construction of new garages and the general building boom, is creating great opportunities for the sale of **"Hatch Garage Outfits."**

There is no searching or fussing around for suitable parts, when you sell Hatch outfits. Each set is complete to the last detail, thus saving your time and preventing the too frequent annoyance of missing parts when you sell unknown and incomplete lines.

"Hatch Garage Outfits" are ideal for the Canadian climate, because ice and snow cannot interfere with the easy working of the garage doors. Incidentally there is a good profit for you when you sell this line.

Hatch Garage Outfit consists of

3 Special Swivel Door Rollers.

3 Paris Special Garage Door Hinges.

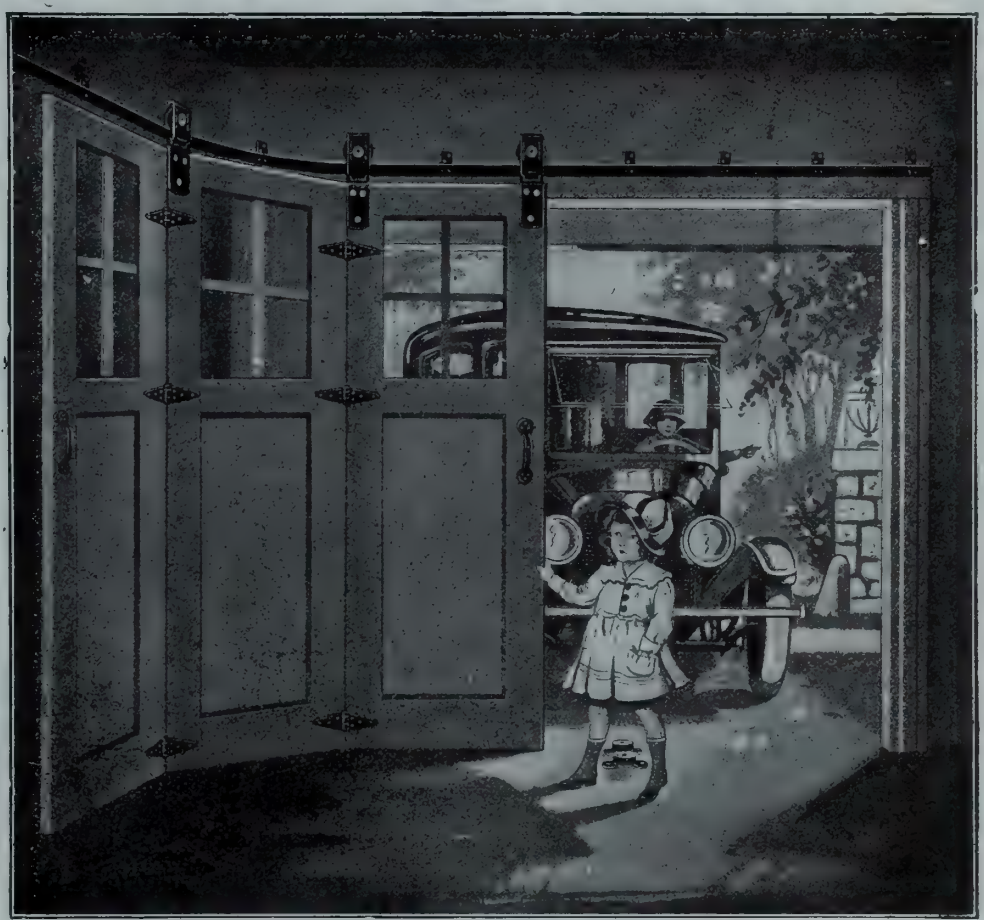
3 Stay Rollers (floor guides).

2 Extra heavy garage Door Handles.

1 Safety Hasp (for fastening doors outside).

1 Hook and Eye (for hooking back swinging section inside).

Also 22 ft. of track in separate bundles —two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.



Canada Steel Goods Company
LIMITED

Hamilton - - - - Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

Warm Air Furnaces

Kelsey Warm Air Generator
Canadian Air Warmer
Chinook Furnace
Tropic Furnace
Emperor Wood Furnace

Known Wherever Feet Get Cold

Smart's Range of Furnaces is the Largest in the World

SHIPPING FROM STOCK

Smart's Brockville Furnaces Limited

Brockville, Canada

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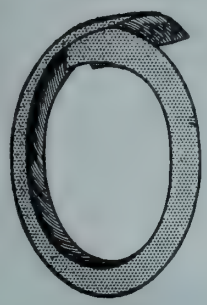
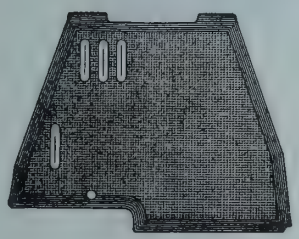
Many Factors Help The Merchant Who Sells "GUTTA PERCHA" ACCESSORIES



Reliners



Heat Proof Mats (for Fords)

Lace-on Boots

Sealtite Patches

First of all, there is the proven merit of "Gutta Percha" accessories. Knowledge of this merit is rapidly spread by the satisfied customers themselves. Then there is the prestige of the name "Gutta Percha;" many of your customers have had agreeable experience with "Gutta Percha" Tires, Rubbers, Outing Shoes, Belting and various other products. And there is the tremendous power of "Gutta Percha" publicity always pulling with the hardware merchant who sells "Gutta Percha" Accessories. This advertising of the "Gutta Percha" name and trade mark to consumers helps you with G. P. Accessories just as it makes a "Simmons" or "Atkins" Saw easier to sell than the obscure, little-known line.

TRADE MARK
GP
BRAND

Trade Mark Cut

Gutta Percha & Rubber, LIMITED

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

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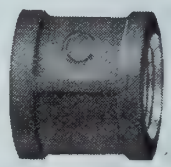
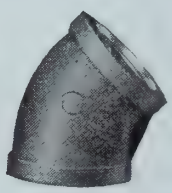
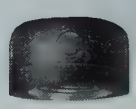
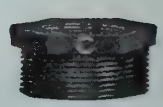
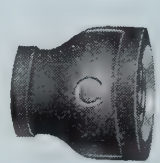
CRANE FITTINGS

MALLEABLE —————— CAST IRON



Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST. JOHN, N.B., QUEBEC, SHERBROOKE, EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

14

If interested tear out this page and place with letters to be answered

WHO'S FOR A HOLIDAY?

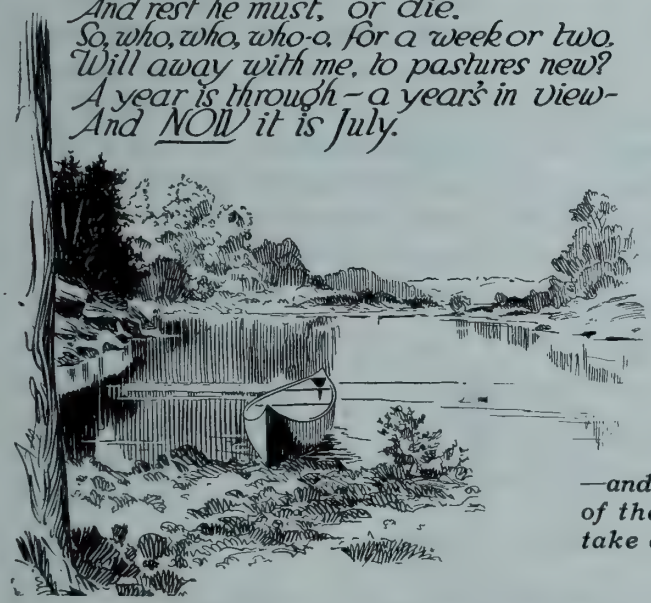
MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

Says the Wise Old Owl

That man works best who best can rest;
Of but one brain is man possessed;
With certain years has he been blessed,
And rest he must, or die.
So, who, who, who-o, for a week or two,
Will away with me, to pastures new?
A year is through—a year's in view—
And NOW it is July.



The owl's argument is good.

The year has been a trying one for the hardware men.

Vacations have been earned and are a good investment.

And as you feel, so does the man over the way—the garage man, the doctor and the bank clerk.

A vacation window is the answer—fishing rods, camping outfits and Gillette Safety Razors.

Nothing more than the NEW IMPROVED and BROWNIE Gillettes is deserving of prominence and productive of profits at this time of the year. Just naturally, they belong to the vacations—summer hotel, no hot water; perhaps without a mirror; the summer camp with no facilities at all; on the train and EVERYWHERE.

—and the profits on your Gillette blade business of the past year have likely been sufficient to take care of the entire cost of your holidays.

Gillette Safety Razor

The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

901

If interested tear out this page and place with letters to be answered

How do you make MONEY?

You can make money by using the cheapest sheet metal you can buy, and by charging the highest price you can get. But that's a poor way to make a lot of money and build a real business.

There is something in every man that makes him do a job to the best of his ability. Many a man who doesn't mind using poor materials puts the best of himself into the work.

How unwise this is. There is no suitable material in the world too good for the hands and brains of a man who knows his job. Of course, you are not going to make gold gutters. It isn't economical even if people would pay for it. Most people can't afford copper.

But we claim that any man in the sheet metal business should work with "Armco" Ingot Iron. This is commercially pure iron, soft enough to work well, tough enough to stand the gaff of being formed and shaped.

It is a crime against yourself to put your heart and soul into work with inferior metals except under absolute compulsion.

Tell your customers why you prefer to use "Armco" Ingot Iron—the rust-resisting iron. Show them that the trifling extra cost at first is swallowed up in the years of extra service. Explain that you do good work and can do your best work only with proper materials. Then most of them will allow you to use "Armco" Ingot Iron.

And to use good materials, to do your work to the best of your ability, to charge a fair price that will give a just profit —*that* is the way to make money.

THE AMERICAN ROLLING MILL COMPANY
Middletown, Ohio

ARMCO
TRADE MARK
INGOT IRON
Resists Rust

If interested tear out this page and place with letters to be answered

Concentrating Purchases

Many a purchasing agent will be surprised at the saving and convenience he can effect in buying our various products and having them shipped in mixed cars. The advantage between carload and less than carload rates is considerable and the service is quicker.

The saving commences with a reduction in freight and cartage bills. It extends all the way through the clerical departments by eliminating duplication in checking, payment of invoices and tracing shipments.

Turn to our catalogue and you will find among the Steel and Iron Products of every description listed there, material to meet your every requirement. Should you be without a copy of our new Catalogue—your request will bring a copy immediately.

THE STEEL COMPANY OF CANADA LIMITED

General Offices:

HAMILTON and MONTREAL

Sales Offices:

Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered

I-XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

Makers of High Grade Cutlery Since 1694

No. 2000

PEERLESS

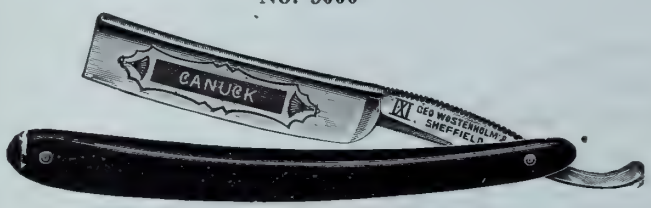
The Peerless is without doubt the finest razor on the market to-day. Covering every requirement of the man who shaves himself, as well as the professional barber.

No. 1000

CONQUEROR

The Conqueror is a high-grade razor, fully concaved blade, with gold etching, double shoulder and gimped tang.

No. 5000



CANUCK

The Canuck is a semi-hollow ground razor designed for the man who is not efficient in stropping.

No. 5001

IMPERIAL

The Imperial is possibly the best value in our assortment, being built for price rather than appearance.

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.
Sole Agents for Canada

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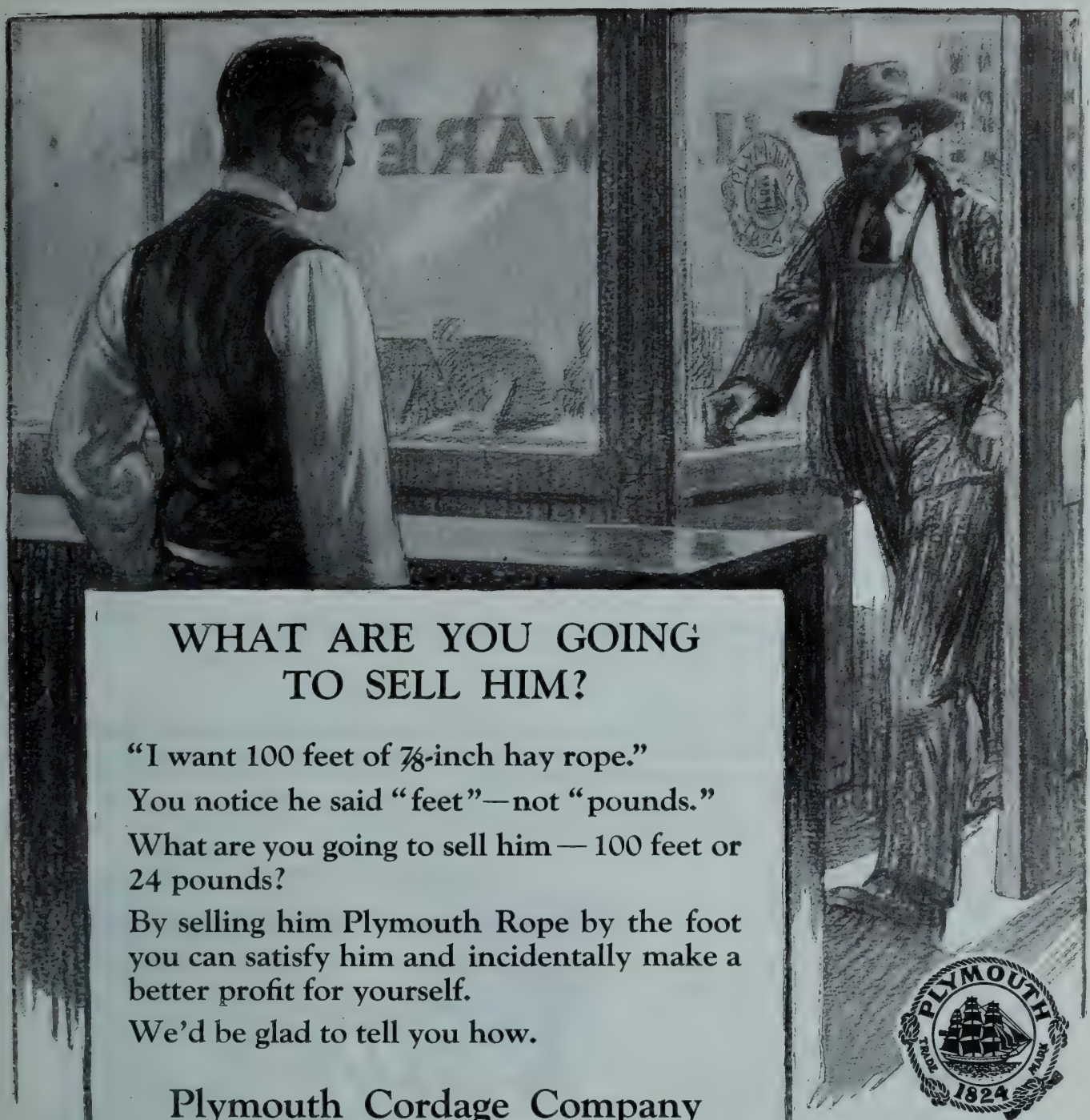


WHAT ARE YOU GOING TO SELL HIM?

"I want 100 feet of 7/8-inch hay rope."

You notice he said "feet"—not "pounds."

What are you going to sell him — 100 feet or 24 pounds?

By selling him Plymouth Rope by the foot you can satisfy him and incidentally make a better profit for yourself.

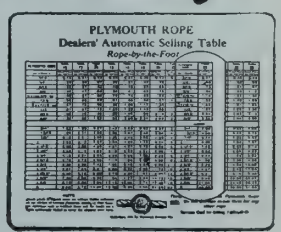
We'd be glad to tell you how.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited

TORONTO, CANADA Canadian Sales Agent



Since 1916 all Plymouth Rope 1/4" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope.

PLYMOUTH *The Rope You Can Trust*

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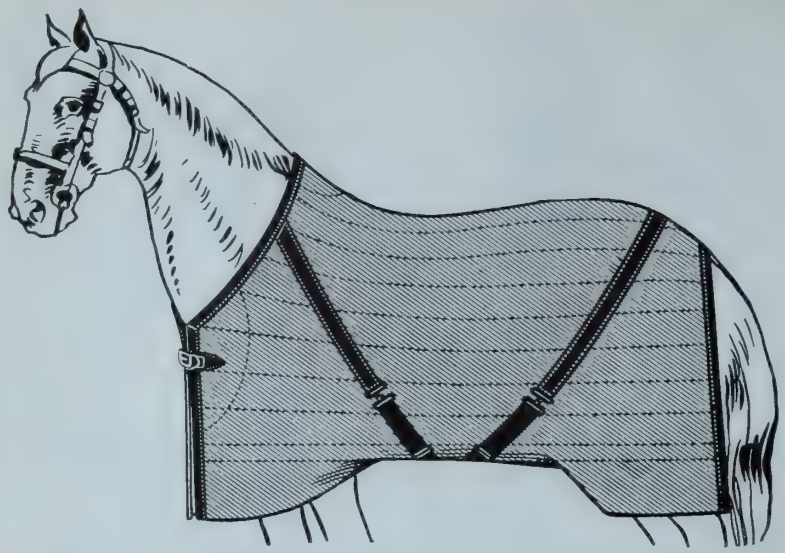


Fly Sheets, Fancy Dog Collars, Dog Leads,
Shoulder Dog Collars and Dog Collar Locks

Distributors for Royal Oak Tires. Prices on application.

ADAMS BROS. HARNESS MFG. COMPANY, LIMITED
781 King Street West Toronto

Branches:
WINNIPEG SASKATOON EDMONTON CALGARY

Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

The Burlington Windsor Blanket Co.
797 King Street West
TORONTO

THREE OF A KIND

They're three of a kind, in that all are screw wrenches and all are made by "The Wrench People." But then, again, they're different because they serve different purposes.

"W. & B." Knife Handle and "Railroad Special" Wrenches are quality tools. The latter is fitted with indestructible iron handle—otherwise they're the same. Both are absolutely dependable and are strongly recommended for heavy duty.

"W. & B." Agricultural Wrenches meet the demand for good tools at moderate price.

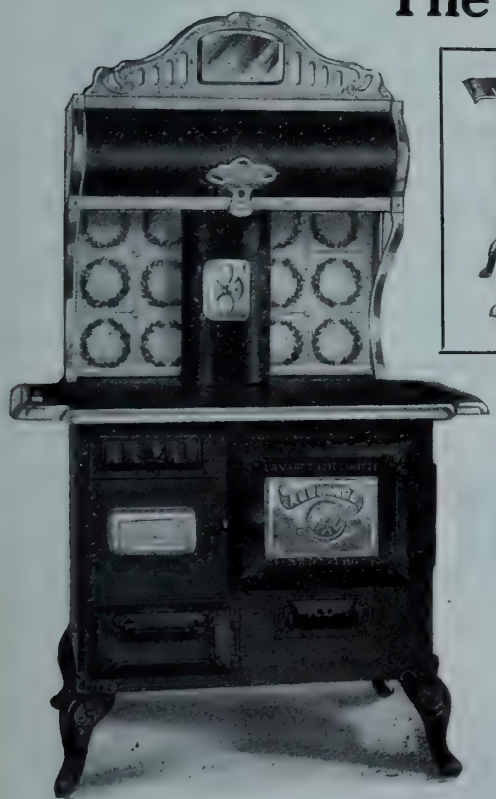
Screw Wrench Book on request.

J. H. WILLIAMS & CO., Limited

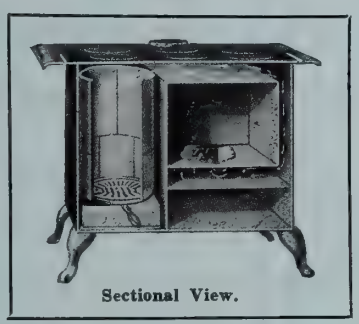
"The Wrench People"

30 Thorold Road **St. Catharines, Ont.**

The Original Range Heater



Six-hole top—14-inch oven.



Sectional View.

ALLIANCE

For Coal or Wood

This is the only one of its kind on the market, and is a proven success.

The sectional view shows the operating principle is exactly the same as that of a Quebec Heater.

It's as good a heater as the most expensive base burner. A perfect cooker and baker—as efficient as the highest priced range.

Made in twelve styles—with or without the following extras: Reservoir, Coal Grates, High Shelf and High Closet.

Sells at a low price. A handsome profit for dealers.

Better write for our prices

Lamarre & Company, Ltd.

St. Remi, Que.

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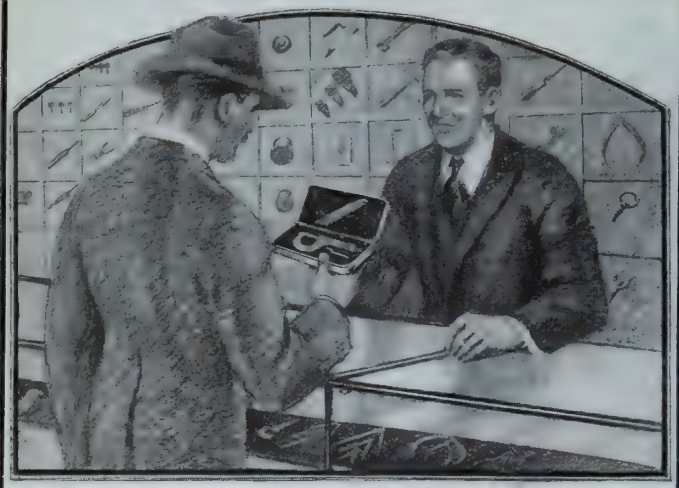

For His Favorite "Mike"

Starrett

No. 910

Metal Case for 1 in. Micrometers

Just what machinists want for their favorite "mikes," this handsome new Starrett micrometer case meets a definite demand. Designed for the Starrett No. 3 1-inch micrometer—the "mike" machinists use most. Made with round corners. Velvet lined. Finely nickel plated. Fully described, with other new Starrett Tools of special interest to every machinist and hardware dealer, in our Supplement to Starrett Catalog No. 22 "M.A." A free copy of this Supplement—just off the press—sent promptly to any hardware dealer.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

MANUFACTURERS OF HACKSAWS UNEXCELLED

Athol, Mass.

Starrett Tools

42-345

You Pay Rent to Catch Trade—Be Sure You Get it

To be sure of maximum trade, you locate where the trade is. And then you must tell your trade that you want business. The simplest, as well as the most economical, way is to install a Bowser Chief Sentry, now advertised nationally as being the most reliable gasoline pump for the motorist to patronize.

You can ride on this Bowser publicity only by installing Bowser equipment. Motorists are being taught to look for and find Bowser pumps to be sure of most miles per gasoline dollar.

With a Bowser, it is only a step from the curb to larger profits. Install a Chief Sentry at once. Cash in on the Bowser publicity and make your bank account grow.

Ask for booklet C-16 which describes the Chief Sentry's many points of superior mechanical excellence and tells how it insures accurate service—how the sight glass shows the customer the pump is full—how the tally bell announces delivery of each gallon of gasoline—how the dial indicators show the total amount purchased—how the water separator insures gasoline as dry and pure as when fresh from the refinery.

These five points of Bowser superiority will sell more gasoline for you and insure larger profits. Get the Booklet at once!

Bowser Equipment is MADE IN CANADA by S. F. BOWSER & CO., LTD.

Toronto - - - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER

ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Purifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

WRITE FOR BOOKLETS

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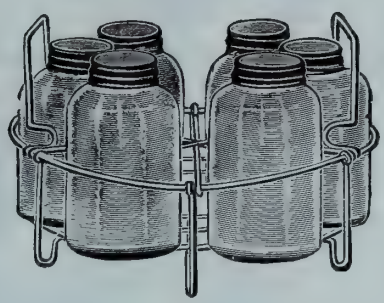
The "Cold Pack" Home-Preserving and Canning Outfit



HERE is another good seller to add to the already popular Davidson lines—a practical yet very simple canning outfit suitable for the average home.

Tell your customers that by preserving the "Cold Pack" way it is possible to preserve more of the fresh garden flavors than by any other method. This outfit permits fruits, jams, jellies, vegetables or meats to be steam-boiled in the actual store jars which are suspended in a specially constructed wire rack which fits our No. 18 cook pot.

The complete outfit comprises

an 18 qt. Enameledware Cook Pot and a Wire Rack (to Hold 6—1 qt. Jars)

The pot measures 13 inches diameter by 9¾ inches deep with cover. Rack is made of strong steel wire with lifting handles and feet which keep the jars clear of pot bottom when boiling. Jars can be removed separately and when not in use for canning, the pot can be used for general kitchen requirements.

Each outfit contains full cooking instructions with time chart for various fruits and vegetables.

Already we have received substantial orders for this new line. Have we yours?

Full particulars and quantity prices on application

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office and Works: Montreal

TORONTO
WINNIPEG

DAVIDSON

CALGARY
VANCOUVER

If interested tear out this page and place with letters to be answered

Guns to push now!—The most accurate, best built, most widely advertised, and fastest selling small caliber rifles are the

Marlin

.22 Repeating Rifles

You sell .22 caliber rifles! This means profits for you —we are advertising to millions of shooters these features of superiority in all Marlin .22 caliber repeaters:

Side Ejection—we discarded all old style top-ejecting guns 30 years ago; **Standard 24-inch Barrels**—we make no guns with stubby, sawed-off barrels; **Standard Length Buttstocks**—no short length, cheap-looking buttstocks on any Marlin guns; **Ivory Bead Sights are standard equipment!**—they cost extra on any other make; **Ballard Rifling**—that has made Marlin accuracy famous.

All Marlin .22 Repeaters use in the same rifle .22 Short, .22 Long and .22 Long-Rifle Cartridges.

Model 20

Model 38

Model 39

Model No. 20—a modern side-ejecting gun—not an old style, top-ejector. Has the fast-handling slide action, with visible hammer, for the shooters who prefer a visible hammer rifle, and has a full magazine that gives 25 shots at one loading. Standard length barrel and buttstock. Has Marlin accuracy and Ivory Bead sight. Ask about new lower price.

Model No. 38—is the wonderful new slide action Marlin repeater; hammerless, with instantaneous take-down—the cleanest and sweetest little rifle ever made. Has Marlin accuracy and Ivory Bead sight. Made with Round and octagon barrel. Ask about new lower prices.

Model No. 39—made with lever action, is the choice of expert and professional shooters and all others who like to use the lever action in a small game and target rifle as well as in their big game rifles. Side ejection, Marlin accuracy, Ivory Bead sight—the best made .22 rifle in the world! Ask about new lower price.

Send to us to-day for supply of catalogs and other interesting descriptive matter on the complete Marlin line for distribution to your trade.

The Marlin Firearms Corporation

New Haven, Conn., U. S. A.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.
Montreal, Quebec.

If interested tear out this page and place with letters to be answered

A remarkable combination! Guns that set the pace in design, accuracy and workmanship—and the most widely advertised—sold at new prices that set the pace in fast and profitable sales.

Marlin

Repeating Shotguns

Made with every up-to-date feature and exclusive advantages not found in other shotguns.

Model No. 28, 12 Gauge Hammerless—the gun that won the World's Championship at the Olympic Games. The safest breech-loading shotgun ever built. **Solid Steel Breech**—solid top, side ejection; **barrel matted on top entire length**—a feature that costs $9.00 extra on other makes; **press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; the most practical and convenient **take-down;** quick acting **trigger safety.** This Marlin has better lines and more style than any other similar construction, and is a wonderful gun for ducks, geese, foxes, trap-shooting and all long-range shooting. Ask about new lower price.

Model 28

Model 42

Model 31

Model No. 31, 20 Gauge Hammerless—the only real 20 Gauge repeater—Handles the new powerful duck loads in 2¾-inch shells; also all ordinary 2½-inch loads. **Barrel matted on top entire length**—this desirable feature costs extra on other makes. **Solid Steel Breech**—not a shell of wood; **solid top; side ejection; press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; **quick take-down feature** for convenient cleaning and packing; quick acting trigger safety. There's no other "20" like this gun. Ask about new lower price.

Model No. 42, 12 Gauge Visible Hammer—A quick handling, hard-hitting, long-range gun—it makes kills far beyond the range of the average 12 gauge gun. **Solid top receiver;** closed-in breech-bolt that sheds all the rain, snow and sleet of good wildfowling weather; **side ejection**—ejected shells do not cross the line of sight; **double extractors; improved automatic safety device** that guards against hang-fires and defective cartridges; **chambered to handle 2¾ and 2⅝-inch shells; compensating device**—barrel always fits up tight on receiver. Has **matted barrel**—the matted barrel alone costs $9.00 extra on other guns. Ask about new lower price.

Send now for latest trade price-list, catalog and sales helps. Get your name on our mailing list. Order from any jobber.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.
Montreal, Quebec.

Your Jobber can supply you—Order from him today!

The Marlin Firearms Corporation

New Haven, Conn., U. S. A.

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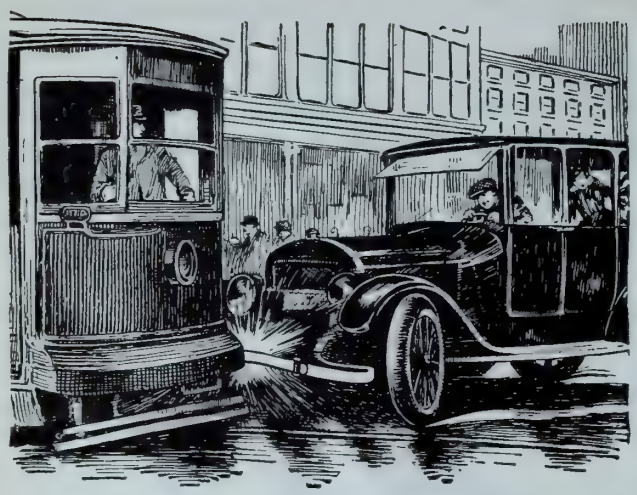

Brakes on hard! a skid—a bump! but no damage—the car is protected with

LYON *Resilient* **BUMPERS**

Lyon Resilient Spring Bumpers are the *only* all-spring resilient bumpers. They yield to the force of a blow like a spring, completely absorbing the shock of collision instead of passing it on to the car.

Lyon Resilient Bumpers reduce risks to a minimum, and pay for themselves in the damage they save.

To Dealers and Garages:

Write us and we will send you full information regarding Lyon Resilient Bumpers, with the name of your nearest jobber.

Manufactured by

B.J. COGHLIN CO
Limited
MONTREAL

"I've Used These --I Know Them!"

Can you sell a "substitute" to a customer who talks like that? The easiest thing to do is to give him what he knows and wants. And if he is a file user, he knows and wants these brands for files —he has found they can be relied on for long and efficient service.

For over fifty years these brands of files have been the standard:

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

PORT HOPE **ONTARIO**

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Registered W.D.S. & Co. DURO ALUMINUM Trade Mark

GET OUR NEW QUICK SELLING LINE

Registered W.D.S. & Co. DURO ALUMINUM Trade Mark

Hicks Aluminum Wash Mitt

Here's a handy little Wash Mitt
Nothing takes its place,
For washing out your hosiery,
Your lingerie and lace.

We have secured the rights for the manufacture and sale of Hicks Aluminum Wash Mitt—one of the best selling lines ever invented. Ladies find it indispensable for washing fine laces, lingerie, babies' clothes, etc., or for travelling use.

Write immediately for trail order

Don't delay or you will miss big summer trade.

MADE IN CANADA BY

Duro Aluminum, Limited - Hamilton, Ont.
80 Park St. North

Representatives :

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton, Ont.
L. T. Walls Sales, Ltd., Winnipeg.
R. H. Paterson, St. John, N. B.
J. Preston, 284 Beaver Hall Hill, Montreal, Que.

Better Business Is Coming

LIGHTNING

GEM

BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

If interested tear out this page and place with letters to be answered

Tinsmith Tools of Quality

Brown, Boggs

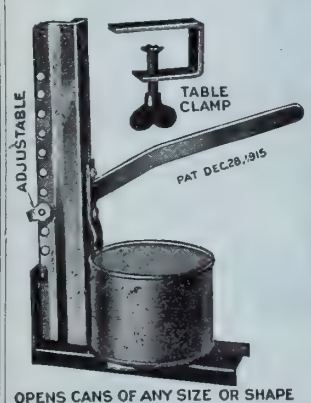
Correct Design, Careful Workmanship, and rigid inspection keep Brown Boggs Tools leaders in their line.

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

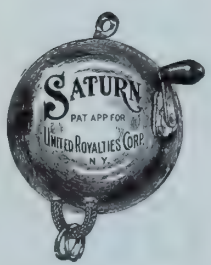
Toronto Representative :
A. B. WALKER
Holbrook Bldg.

Winnipeg Representative :
BISSETT & WEBB, LTD.



OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER



SATURN REEL
Clothes Line

Service Shakens Sluggish Spenders

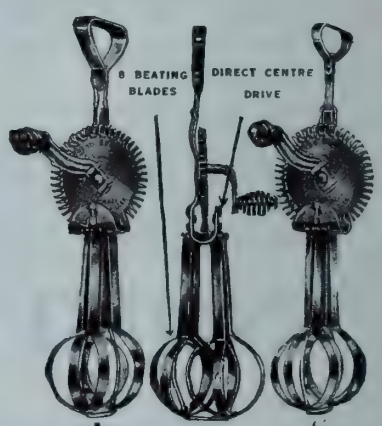
THAT'S EGG BEATER PHILOSOPHY. Over 50 years ago, my mother bought, at the back door, her first rotary Egg Beater for $1.25; gave a fine **SERVICE**; no complaint. The world moves, and now **SERVICE** is found through the door under the sign **"HARDWARE."** All but **ONE IN A MILLION** know that **SERVICE** is linked up with **LADD BEATERS. THE VERY BEST** there are anywhere. **SERVICE** both ways; in distribution as well as use. There are no **SUBSTITUTES** for **SERVICE** and the **LADD LINE.**

LADD BEATERS—Four styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable beaters.
SATURN REELS—Two finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, stationary.
CAN OPENERS—Five usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US

UNITED ROYALTIES CORPORATION
1133 Broadway, New York
G. S. Whitaker & Co., 8 Colborne St., Toronto

LADD
Mixer Churn



LADD ALLSTEEL BEATERS

If interested tear out this page and place with letters to be answered

The Everlasting Veneer Toilet Seats

This is the strongest and cleanest toilet seat made. There are no cracks—made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.

These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.

Have you written for our prices?

CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

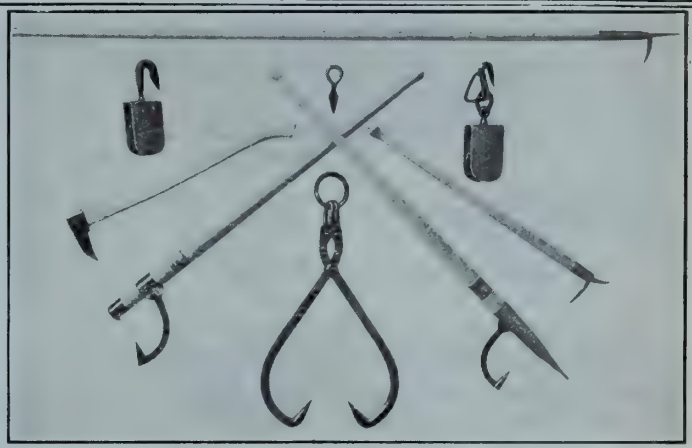
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools

Pembroke **Ontario**

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal

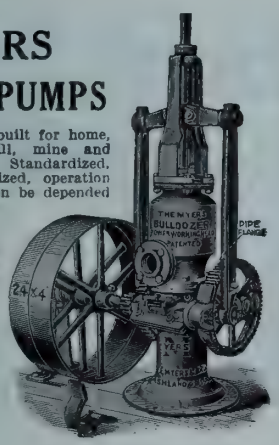


MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

QUALITY is Our Watchword

From the time the raw material enters our mill and **Right Through** until the bars leave our shipping department it is **Handled by Experts.**

LONDON BAR IRON
is a Quality Production.

This shows final inspection before sending the bars out.

London Rolling Mill Co., Limited
London, Canada

Sales Agents, Western Canada, Bissett & Webb, Winnipeg, Man

If interested tear out this page and place with letters to be answered

Those Inaccessible Soldering Jobs—

The kind that make you squirm and swear until they're done—those jobs are made *easy* and *simple* with Kester Acid Core Wire Solder. All you do is to apply a touch of heat and Kester Solder and the job is finished—*quickly, economically* and *permanently.*

The reason? Kester Solder has an *acid core* that feeds the proper amount of flux as the solder is melted, and in this way eliminates the troublesome pot of acid or paste and the messy swabs, sticks and brushes; besides the job is done in half the usual time.

Kester Solder comes coiled in one-pound cartons or on one-pound spools, but for quantity users it is more economical to buy it on five and ten pound spools.

Dealers everywhere stock Kester because it is a *clean, fast seller,* and brands their store as an establishment that caters to the modern mechanic.

KESTER
Acid Core WIRE SOLDER
REQUIRES ONLY HEAT

SAMPLE FREE

CHICAGO SOLDER COMPANY 4225 Wrightwood Ave., Chicago, Ill. H. & M. 7-15-22

Please send me a sample of Kester Acid Core Solder, no charges, postage prepaid.

Name .....

Address .....

Supply House .....

Simple and Inexpensive
The "SELFBLO" Torch

The "Selfblo" torch just operates by "blowing itself." Both barrels are merely filled with denatured alcohol, the wick lighted and in twenty seconds there is a 1,400° flame.

Retails at $2.50

Our sales policy is a straight jobber to dealer one and every merchant is protected by a handsome profit.

Better order this handsome three-colored counter display. It's FREE with an order for six torches.

Hunt - Lasher Co., Inc.
Lynn, Mass.

Canadian Representatives
Walkley, Moncur & Co.
Montreal

STAR Hack Saws

Find Your Best Brands

Don't carry a lot of brands to slow up your turn-over. Find your one best seller in every line and standardize on that.

If you keep tabs on your hack saw sales you will find that Star Saws outsell other brands in overwhelming ratio. That is why most stores sell the Star exclusively. Send for our new book on the "Use of Hack Saws." A valuable handbook for hardware salesmen as well as hardware users. Gives you a hack saw knowledge that will help you sell more saws and get better results for the customers you are now selling.

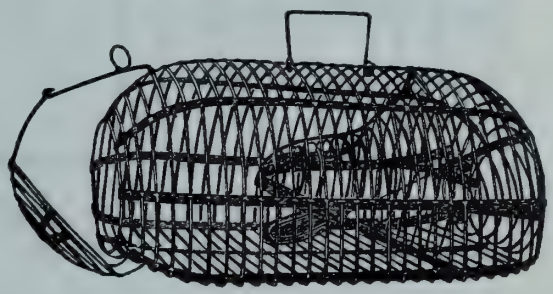
Free on request. Write for Booklet D.

Now Sold by
CLEMSON BROS. Inc.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office and Warehouse
304 Imperial Office Building
Hamilton Ontario

If interested tear out this page and place with letters to be answered

Here It Is



and the ribs are all made of Cold Rolled Strip Steel—there is now no better rat trap made.

Your customers all know them so they make a quick turnover.

If you're not stocking this profitable line put in half a dozen from your jobber. There's a splendid profit for dealers.

Macdonald Wire Goods Company
Drummondville - Que.

Compass and Sun-Dial

Retail Prices
$1.50

Trade Prices:
Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

Kingfisher

Shovels

Here's a line of sturdy Stove Shovels built for service. They sell quickly on their merits and bring repeat sales through the service they give.

1 Well balanced.
2 Good holding capacity.
3 Finished in black japan.
4 Made of 17 ga. steel.
5 Durable.
6 Good profit for dealers.

Better Write Us

Riverbank Manufacturing Co., Ltd.
New Glasgow, N.S.

REPRESENTATIVES:
G. H. Laidlaw, Halifax; David Philip, Winnipeg; F. Bacon & Co., Montreal; Geo. Mather, Vancouver, B. C.

If interested tear out this page and place with letters to be answered

The Publisher's Page

TORONTO JULY 15, 1922

A Tip for Advertisers

WHY do so many well-written advertisements fail to make a profit? asks Herbert N. Casson, in Forbes Magazine, and answers the question by pointing out that the advertisements were not used to the full by the advertiser himself. Often, an advertisement standing alone and without follow-up, will do wonders; but it is too much to expect an advertisement to carry the whole burden of salesmanship.

Too often, a firm makes up its mind to spend $5,000 on a big bang of an advertisement. It does so. There is a sudden loud noise and then—dead silence. Nothing much has happened. And ever afterwards that firm says "Advertising is a failure."

This is not fair to advertising. The firm itself was to blame, not the principle of publicity.

Many firms make this mistake for the simple reason that it is easier to spend than to plan.

They use their advertisement as a rocket, not as a lighthouse.

If you want advertising to do its best for you, you must treat it fairly. You must do it well. You must prepare for the advertising and you must complete the job—and make the most of it.

After all, advertising is only sowing the seed. After the soil and sun and the rain have done their best, there is still the harvesting. You must reap and stack and thresh and bag and sell. Also you must chase the birds off.

HARDWARE & METAL

Office of Publication:

143-153 University Avenue **Toronto, Canada**

The Original Keystone WESTCOTT Adjustable "S" Pipe Wrench

Makes a special appeal to your customers because it can be used in many out-of-the-way places quite inaccessible to the ordinary monkey-wrench. These efficient, reliable wrenches are made of first-class material, and are strong and durable.

These are the genuine Keystone "Westcott" wrenches, plainly trade marked "Westcott" on the handle. Many of your customers have used these exceptionally satisfactory wrenches for years and will replace them with no other kind. Display them well. Let the prospects know you have "Westcott" wrenches.

If your jobber cannot supply you, write us direct.

The Keystone Mfg. Company, Postal Station "B", Buffalo, N. Y.

Cheap lockers are not really cheap—they only look that way—Dennisteel is truly economical.

Write for folders

DENNISTEEL LOCKERS

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON CANADA

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

"M"

Catalogues and Prices Sent Upon Application

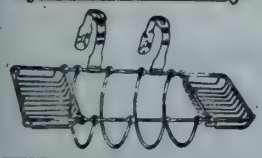
The CANADIAN WINKLEY CO., Ltd.
Windsor

TORONTO Gendron CANADA

Bathroom Fittings

TORONTO Gendron CANADA

and Hardware Specialties



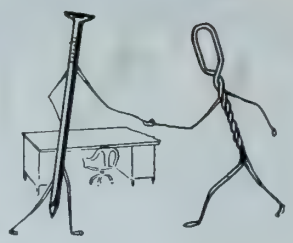
at Wonderfully Low Prices
New Price List just issued

The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.

The GENDRON MFG. CO. LTD. Duchess St., TORONTO

If interested tear out this page and place with letters to be answered

Pleased At The Quality and Packing



"Say, W.N., do you notice when you're going around what a great reception you get? It must be on account of the high-grade products we sell. Why, S——, in Toronto, was telling me the other day that in the length of time he has been selling Laidlaw Products he has never had a single complaint. That's why we have no trouble holding our customers."

--THE--

Laidlaw Bale Tie Co., Ltd.

Head Office and Works:

HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.

THE NAME "STILL" ON HANDLES IS YOUR GUARANTEE

that the handles have been made by handle specialists, who have reached their present high position in the handle business through many years of honest effort to give the hardware trade "the best possible" in handles.

Our aim is satisfied customers because we want your repeat business. Specify Still's Axe, Pick, Hammer, Sledge, Cant Hook and Peavie Handles. Always look for the name "Still's."

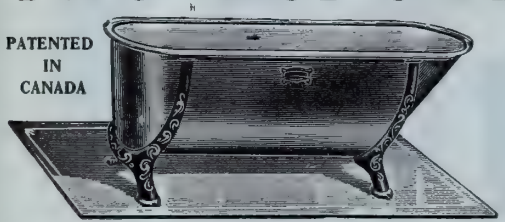
J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL **BATHS**

They now look like the expensive cast enamel baths but are the **same price** as before.

Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

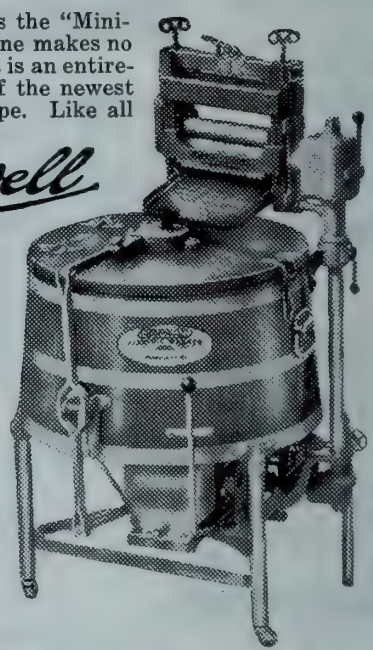
STEEL TROUGH & MACHINE CO., LTD. TWEED

IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features —quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED

St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co:
290 St. Paul St. West.

If interested tear out this page and place with letters to be answered

A Handy Cabinet for Many Purposes

SUNDRY CABINET No. 102

33" long, 43" high, 10" deep
Contains boxes of various sizes

This is one of the many serviceable Cameron Sundry Cabinets.

Very handy for keeping seeds, small auto accessories and other lines.

Cameron Sundry Cabinets will make those non-productive corners of your store produce. Other designs are of various sizes and box arrangement.

We can help you solve your store equipment problems.

Write for catalogue.

Cameron
74 Logan Ave.
C & Co.
& Company
Toronto

More Profitable Lines for the Hardware Dea er

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Puts the Joy in Outdoor Life

For campers, motorists, prospectors or for those going yachting this

"Monitor" Coal Oil Stove

is what they need.

This is a "roarer" type. Made with fixed legs or collapsible. Burning coal oil it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

Also made with Silent Burner.

"MONITOR" coal oil stoves, furnaces, blow lamps, brazing lamps.

The Standard Meter Co., Limited
Toronto, Canada

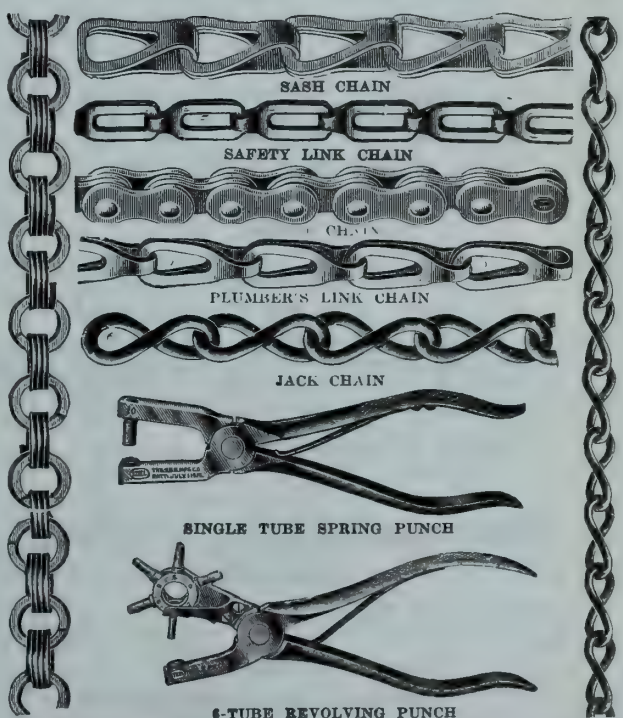
Agents:

Manitoba & West
Frederic Sara & Co.,
Calgary, Alta.

Ontario & East
A. G. & A. L. Brown & Co.,
207 St. James St.,
Montreal, Que.

British Manufactured

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

If interested tear out this page and place with letters to be answered

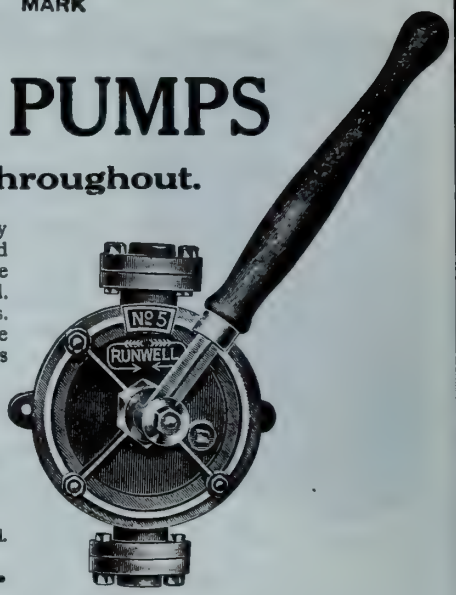
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture**, and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W.,
Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St.,
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

Desolvo

A Time and Money-Saver

If you do plumbing in addition to your hardware business, it will pay you to keep Desolvo on hand. It will shorten your time on jobs and will make profitable sales to customers.

Desolvo just has to be mixed with cold water; it generates heat that quickly removes any stoppage from pipes. It saves tearing up floors, lawns, etc.

Order from your jobber

The Chamberlain Desolvo Co., Ltd.
109 Church St., Toronto

Eastern Canada Representatives: **Richardson & Bureau**, 55 St. Francis Xavier St., Montreal.

Ontario Representative: **L. F. Mayne**, 875 Trafalgar St., London, Ont.

Western Canada Representatives: **N. D. McPhail & Co.**, 528 Standard Bank Bldg., Vancouver, B. C.
408 Donalda Block, Winnipeg.

FACTORY FIRE PREVENTATIVES

at greatly reduced prices.
Write for our complete Catalog and price list.

E.T. WRIGHT CO. LTD., Hamilton, Canada

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

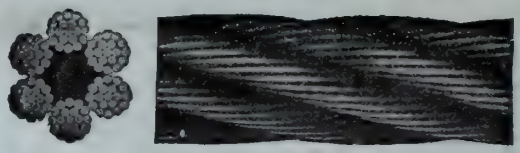
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Maple Leaf Stitched Cotton Belting

Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

JOSEPH RODGERS & SONS LIMITED

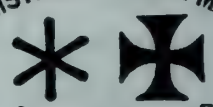
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

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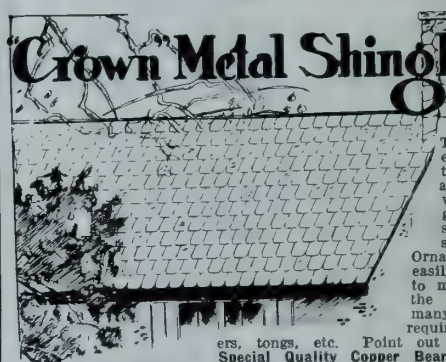

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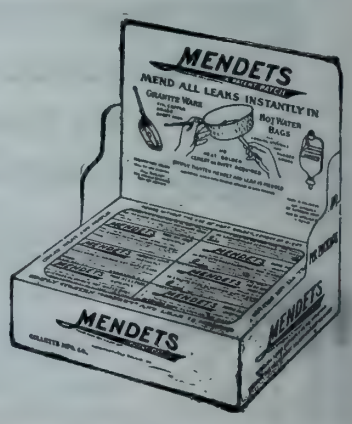

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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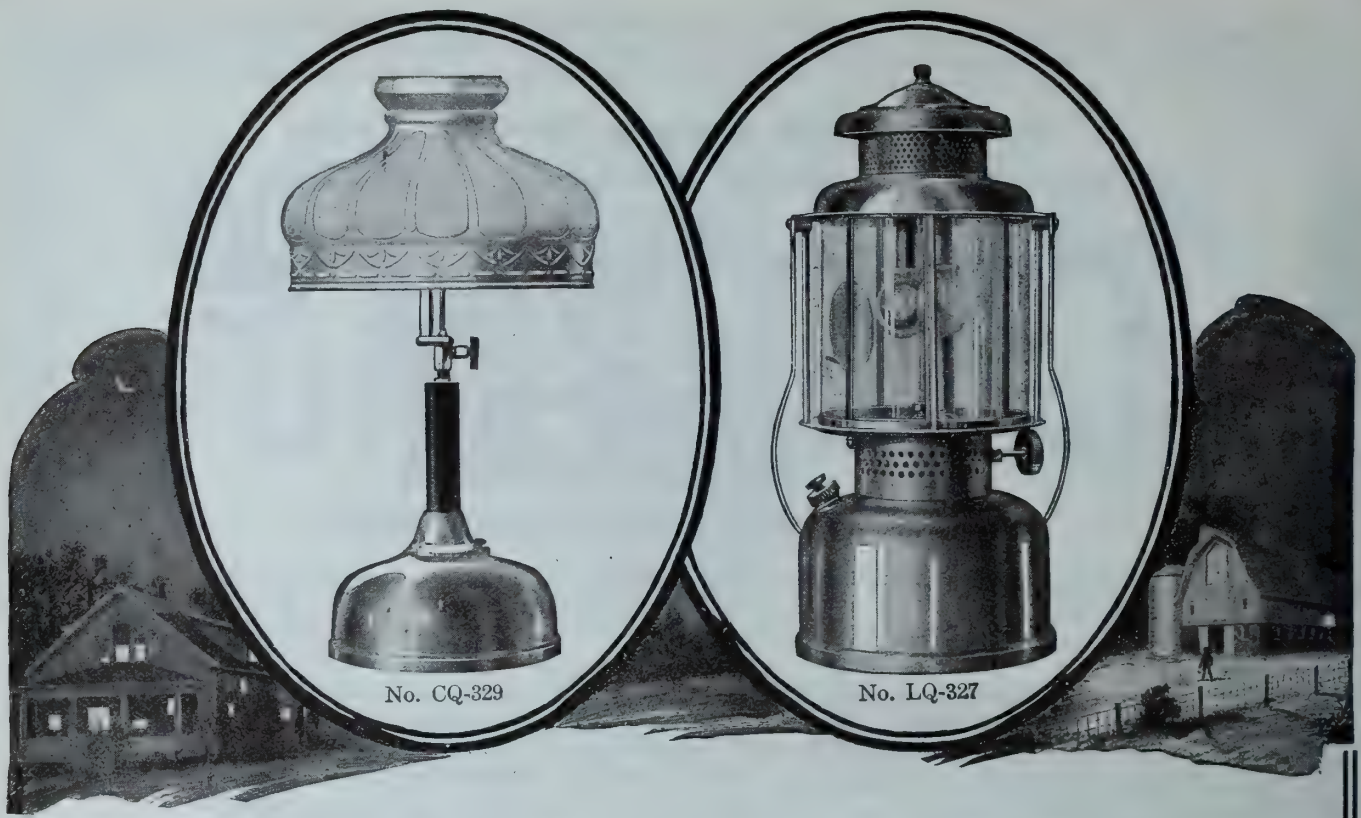

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JULY 15, 1922. No. 28

Retailers Perturbed Over Sales Tax

Many Enquiries As Result of Various Policies Adopted by Manufacturers and Wholesalers—Government Allows Sales Tax to be Absorbed in Prices But Not in Costs—Transactions With Distributors—Tax Is Pyramided—Hardware Prices Increased

EDITOR'S NOTE:—Judging from enquiries which have been made of Hardware and Metal by hardware merchants in various parts of Canada, many retailers are somewhat at sea in regard to the application of the Sales Tax by manufacturers and wholesalers. An investigation of the situation made this week reveals the fact that various policies are in effect, some manufacturers and jobbers absorbing the whole tax, others absorbing part of it and still others passing on the whole amount. On the other hand in some cases manufacturers are advancing prices to cover the "absorption" of the tax so that the final result to the retailer is about the same. The following article gives rulings received by the Ottawa representative of Hardware and Metal, it gives also some interviews with various manufacturers concerning their interpretation of the rulings and policies followed:

OTTAWA, Ont.—Officials of the Department of Customs and Excise at Ottawa are kept busy these days answering questions concerning the operation of the sales tax. Various interpretations are being placed on recent amendments to the Inland Revenue and Special War Revenue Acts and the deluge of enquiries being received go to show that there is still considerable misunderstanding.

Hardware and Metal's Ottawa representative visited the department this week and secured rulings in connection with several contentious points.

Must Show Total Sales Tax on Invoice

One of these rulings was to the effect that it is absolutely necessary that manufacturers and wholesalers in billing retailers for purchases, show the total amount of the sales tax applicable to the sale, as a separate item on the invoice. If a manufacturer wanted to absorb part of the tax, say 2¼ per cent. on a sale direct to the retailer which ordinarily would carry a 4½ per cent. tax, it would be contrary to the provisions of the act for him to show only the 2¼ per cent. on the invoice. He must show the full amount of the sales tax as a separate item.

Sec. 19 B. B. B. of the Special War Revenue Act, as amended at the last session of parliament, provides that: "The purchaser shall be furnished with a written invoice of any sale which invoice shall state separately the amount of such tax."

The above ruling will affect manufacturers, notably paint manufacturers who, in connection with a revision of prices, have announced that in future they will absorb half the sales tax on sales to retailers and only show half the tax on the invoice. The paint and other manufacturers may be willing to absorb part of the tax, but they will have to do this by revising prices, or in some other such manner. Whatever they do in this respect they must show the full amount of the sales tax applicable to the transaction, stating "above amount includes Sales Tax paid by us amounting to $———"

Another interesting point raised by Hardware and Metal was whether manufacturers on transactions of semi-finished products had to pay the sales tax on these transactions as between themselves.

How Tax is Pyramided

This enquiry was answered in the affirmative.

It was pointed out to the department that if a manufacturer of hardware who purchased articles from another manufacturer to incorporate into his product before it was ready to be marketed, had to pay a sales tax on these articles before they went through the regular channels of distribution, it meant that the tax would be greatly pyramided and would work much hardship in a number of cases.

"That may be so," said the official, "but the transaction constitutes a sale by a manufacturer and every manufacturer must collect a tax on each sale. That is clearly specified in the act and there is no getting away from it."

Transactions with Distributing Agencies

A third question taken up was whether the tax was applicable to transactions between a manufacturer and his distributing agencies. The answer to this was given as follows:

"If the distributing agent is a salaried employee of the manufacturer, the tax is not applicable. But if he is conducting a separate business and ating merely on a commission basis, then he must pay the tax to the manufacturer.

Cannot Absorb in Costs

Discussing the subject with a large Toronto manufacturer who has made a close study of the regulations, Hardware and Metal was informed that the manufacturer is allowed to absorb the Sales Tax insofar as relieving the retailer from paying it is concerned, but that he is not allowed to absorb it in his costs. At the end of the year when profits are being figured for other taxation the amount of money which it has cost the manufacturer to absorb the Sales Tax cannot be figured in operating costs. His profit is figured exclusive of that so not only is his actual profit reduced by this process but he is actually taxed on money already paid to the government in the shape of Sales Tax.

It was pointed out that the tax must be shown as a separate item on the invoice. If part of the tax or the whole tax is absorbed by the manufacturer it is either adjusted in a lowering of prices on the commodities listed or a clause appears in the invoice stating "above amount includes Sales Tax paid by us of $———"

"The government intended that this tax should be passed on to the consumer, but apart from this the average manufacturer and wholesaler operates on a very small margin of profit these days and absorbing a tax of 2¼ per cent. or 4½ per cent. would seriously cut into his revenue where a big turnover is made," said this manufacturer pointing out that his firm have widely advertised

prices to retailers and consumers on their products and that prices cannot be easily advanced to take care of Sales Tax absorption by the manufacturer. He pointed out that the Sales Tax has been increased over 100 per cent. since it was introduced and a further increase in years to come would render it difficult for those manufacturers who set the precedent of absorbing part of the tax. It was thought that there was no need for manufacturers to absorb any part of the Sales Tax unless in the case of goods on which re-sale prices are more or less established, and in these cases special arrangements have been made.

Eliminate Fractional Taxes

This manufacturer suggests a sales tax with no collection on transactions from manufacturer to jobber. This tax would be passed on and collected on every sale, eliminating transactions from manufacturer to jobber would eliminate much of the detail work now made necessary by two fractional taxes. As it stands to-day if the manufacturer decides to absorb all the Sales Tax on sales direct to the retailer it means the jobber is forced to adopt the same policy or his prices will be 2¼ per cent. higher to the retailer than the manufacturers' price.

In conclusion this manufacturer pointed out that his raw material costs were still over 100 per cent. above pre-war prices but that the prices on his finished product were only 66-2/3 per cent. higher than pre-war prices. Under these circumstances and in view of the small margin on which business was being done it was stated to be financially impossible to absorb the Sales Tax and maintain present prices to the trade. Attention was drawn to the fact that retailers should not discriminate against the manufacturer whose prices remain constant and who passes on the Sales Tax, in favor of the manufacturer who increases his prices and announces that he will absorb the Sales Tax. In some such cases as the latter recently announced, the product of the increase in price was said to be considerably more than was required to take care of the Sales Tax.

How Jobbers Will be Affected

Just how the sales tax will be eventually handled as between paint manufacturers, wholesalers and retailers, is still the subject of much discussion in trade circles. One distributor pointed out to Hardware and Metal that in spite of the recent announcement to the effect that paint manufacturers were now prepared to absorb half of the sales tax and thus only charge the retailer 2¼ per cent., they, as wholesalers were still being charged a similar amount of 2¼ per cent. on their purchases from producers of paint products. Thus, it was stated, under the latest decision they will be at a disadvantage for if they pass on the 2¼ per cent. to the retailer and charge 4½ per cent., this will clash with manufacturers who are absorbing half of this amount On the other hand, if the wholesalers have to pay 2¼ per cent. sales tax to the manufacturers, and only collect a similar amount from the retailers—which in turn is collected by the government—wholesalers will in this way be in the unenviable position of paying the sales tax amounting to 2¼ per cent. on two occasions and only collecting same once. That manufacturers may arrive at the decision not to charge wholesalers any sales tax, but merely to show on the invoices as required by law "the above sum includes sales tax of 2¼ per cent amounting to ———," was suggested as the possible remedy to this situation. It was explained that makers of certain other products are adopting this method in conforming to their previous policy of absorbing half of the much-debated sales tax. However, as the full amount of the tax, chargeable on the invoice, must be stated thereon under the government ruling, the result has been in cases of this kind to make a statement to this effect on the bottom of the invoice, as outlined above.

How Proposed U.S. Tariff Affects Hardware Trade With Canada

THE HARDWARE trade of Canada has been interested in changes likely to be made in our trade in these commodities with the United States due to recent tariff changes proposed by the latter country. The following table lists various hardware lines figuring in our trade with the United States showing the present U. S. tariff applying to imports into that country of Canadian hardware. The proposed tariff rate is shown, and the value of exports of these lines to the U. S. during the fiscal year ending March, 1921, is outlined:

	Present Rate	Proposed U. S. Tariff	Exports from Canada to U.S.A. Value
Spades and shovels	20%	35%	$116,909
Nails, brads, spikes, all kinds, n.o.p.	Free	From .4c. lb. to .6c. lb. according to size	75,745
Nails, wire	Free	From .4c. lb. to .6c. lb. according to size	938,777
Sewing machines	Free	Value up to $75, 25% Over $75, 40%	99,670
Bars and rods, iron	5%	From 2/10c. to 1½c. lb.	293,715
Steel rails	Free	7/40c. lb.	1,595,714
Tubing and pipe	20% (iron & steel)	From ¾c. lb. to 1¾c. lb. according to size	137,224
Billets, ingots and blooms	Free	From 2/10c. lb. to 25%	103,425
Ferrosilicon	15%	From .2c. lb. to .8c. lb. on silicon content	546,853
Ferromanganese and ferro alloys	Ferromanganese Free	Ferromanganese $2.50 ton	286,895
Pig iron	Free	$1.25 ton	1,852,581
Other vehicles, n.o.p.	According to Material	Increased rates acc. to material	275,418
Wire n.o.p.	15% (iron & steel)	From ¾c. lb. to 1½c. lb. if value over 6c lb. 35%	487,576
Iron or steel castings	10%	20%	806,976
Forgings	12%	30%	846,239
Iron or steel scrap	Free	$1 ton	1,251,787
Tinware	20%	40%	55,944
Tools hand or machine	Machine 15% Hand 20%	Machine 35%	75,863
Other mfrs. of iron or steel, n.o.p.	20%	40%	750,375
Aluminum in bars, blocks, etc.	Bars 3½c. lb. Crude form 2c. lb.	Bars 9c. lb. Crude form 5c. lb.	3,'38,471
Lead, metallic, contained in ore	¾c. lb on content	1½c. lb. on lead content	358,978
Nickel, fine, cont. in matte or speiss	Free	40% 3c. lb.	5,259,977
Zinc ore	10%	Up to 1½c. lb.	86,129
Electric apparatus n.o.p.	20%	40%	61,089
Grindstones, manufactured	$1.50 ton	$1.75 ton	41,658
Cement	Free	5c. cwt.	1,148,476
Manufactures of asbestos	10%	Paper and specified mfrs. up to $1.40 lb. n.o.p. 20%	72,856
Fluorspar	$1.50 ton	$5.60 ton	133,277
Glass and glassware	30% (n.o.p.)	60% (n.o.p.)	230,239
Acids, n.o.p.	15%	25%	216,775
Other explosives and fulminates	Free	If coal tar products 60% and 7c. lb.	627,401
Mineral pigments, iron oxides, ochres, etc.	15%	25% (n.o.p.)	71,241
Paints	15%	25%	79,138

Stimulating Vacation Hardware Trade

From Middle of July Till End of September is Active Time for Sales of Electrical and Other Hardware Lines—Developing a Holiday Atmosphere Among Prospects

VACATION lines of hardware are now coming to the forefront throughout the stores in Canada. From the middle of July until September is the busiest time in vacation goods, and this includes a wide range of hardware. Some well planned window displays showing how various hardware lines can be used to enhance the comfort of the vacation period can be used to advantage, and the advertising space can be employed to show prospects that the hardware store is the centre of many of their requirements.

A glance over the vacation advertisements of various hardware merchants as shown herewith gives some indication of what lines are being pushed and how they are dealt with.

Headquarters for Holiday needs

Under the heading "Aikenhead's for Vacation Needs," the ad by this Toronto firm shows electric irons as a necessity at the summer cottage or hotel where electric current is available. Women's frocks get crushed in traveling and need to be pressed, and on a prolonged holiday there is generally some light washing and ironing to be done. Flashlights are also illustrated, these being invaluable at a summer resort for lighting the way through strange paths or for assisting in boating through unknown channels. The thermos bottle is an accessory which cannot be easily dispensed with by those going on motor tours, or picnics, or for those going to summer resorts. Window screens are frequently forgotten by those going to summer cottages, and night latches and locks find a good sale to those who want more protection on the doors of their city homes while away and also for those wishing to make their summer homes safer.

Manville Hardware Co., Ltd., Prince Albert advertises, under the heading "What about camping?" a number of lines including tents, detachable motors, camp stoves, canoe paddles, etc., each with prices mentioned.

"Just before the holidays" is the heading on the ad by Allins, Ltd., Lindsay, Ont., which states: "just before the holidays is the time to take stock of your requirements and help to make the camping or holiday trip a success. Here are a few suggestions: Oil heaters. lanterns, screen wire cloth to enclose verandahs and windows and keep out mosquitoes and bugs, to screen doors and windows. Flashlights and extra bulbs and batteries, fishing supplies, etc.

Campers requirements

Under the heading "Hardware for home and camp," Northern Hardware Co., Ltd., Edmonton, Alta., says, "Campers will find the Northern a good place to buy tents, cots, folding tables and chairs, cooking utensils, sporting goods, folding camp chairs, camper's axes. It also illustrates and describes some sporting goods lines, cook stoves, kettles, bread mixers, double boilers, mixing bowls.

Various sizes of tents are advertised by J. B. Kernaghan, Prince Albert, Sask., Sumner Co., Moncton, N. B., advertise couch hammocks. Emerson & Fisher, Ltd., St. John, N. B., advertise hammocks under the heading "Relax a bit these summer days" which states "throw yourself into a hammock in some cool, shady nook with your favorite magazine, or simply lie there and enjoy the goodness of the great outdoors." W. S. Piper, Ft. William, advertises holiday and camp goods including tents, camp cots, mattresses, folding chairs, hammocks, grass rugs, canoe paddles, packsacks, fishing baskets, rods and tackle, picnic baskets, tennis racquets, bicycles, croquet sets. Rice Lewis & Son, Co., Toronto, advertise golf clubs and other golfing equipment.

W. Bruce Campbell, manufacturers agent of Winnipeg is on a business trip throughout the West calling on the wholesale trade.

Daily Evidence of Value of Small Display Tables and Stands for Showing Hardware

Many Customers in a Day Will Pick Some Article Within Close Reach and Exclaim "Oh, Here's Something I Need. I Nearly Forgot It"—Don't Cut Salesmen's Wages to Reduce Overhead Expenses—Big Rush Necessitated Removal of Toy Dept. to Second Floor

ENTERING the hardware store of P. Hymmen & Son, Kitchener, Ont., one cannot help noticing the generous use which is made of display tables and various kinds of display racks on which various hardware lines are grouped where they are handy to customers and arranged in such a way as to invite examination.

Discussing the trend of merchandising with Hardware and Metal, Homer Hymmen drew special attention to the use made of such display tables and racks pointing out that in his opinion such tables greatly increased the sale of various lines of merchandise and that their use was one of the secrets of successful merchandising of many hardware lines.

"We would like a store large enough that we would not need to have any of the merchandise behind any counters," said Mr. Hymmen pointing out that counters kept the people away from the merchandise and made it necessary to waste a great deal more selling effort to bring them to the buying point. Not only does it take more effort but the selling effort of the salesman can be greatly increased if the merchandise is in the hands of the prospective buyer. Handling the goods increases the prospect's desire for possession.

Demonstration of Value

"We have an actual demonstration every day of the value of arranging the goods where customers may handle them and see the prices," said Mr. Hymmen pointing out that many times during the day will certain customers pick up various lines displayed on these tables and racks and bringing it to the counter to be wrapped exclaim, "Oh here's something I need, I nearly forgot about it."

Many such customers would never remember to purchase such lines if they were not reminded and the first merchant to remind that customer will get the business no matter what trade it is. This, according to Mr. Hymmen, is where the department stores and certain chain stores have been having a big advantage in selling. As a rule the salesmen or saleswomen in the latter stores are not as thoroughly acquainted with the merchandise they sell as the experienced hardware clerk. Yet they do the turnover largely because more than half their time is spent looking after customers who have been sold by the handling and examination of the goods themselves. It was the opinion that space devoted to such display tables is well worth while even if wall cabinets, counters, etc., have to be sacrificed.

Once the display tables have been arranged in the manner outlined it then becomes a question of arranging the displays according to seasonable lines and featuring those lines on which special campaigns are being waged. The racks with utensils for preserving time can be kept well to the front now, w.. some suitable card showing the various lines designed to assist in this operation. Mid-summer hardware lines, vacation goods, etc., can be grouped on prominent tables. The plan of having cards on each table stating what is featured on that table, and each of the cards higher than the one in front of it throughout the whole length of the store is used to advantage in some cases. In this way all the cards can be seen from the front of the store.

Stimulates Business

The Hymmen store has actual evidence, in the shape of stimulated business, to show that the generous use of such tables to put the merchandise in close contact with customers has been an important and valuable feature of their business.

Speaking of the subject of cutting down overhead expenses now that the trend is downward, Mr. Hymmen pointed out that he much more favored the plan of cutting the per unit overhead costs on merchandise handled by stimulating total turnover of merchandise. "It is hard to attempt to cut overhead costs by reducing salaries of retail salesmen," said Mr. Hymmen, "because when other people were getting large increases and much money was being

Here is a household hardware department where the various utensils are shown arranged on tables and low wall racks well within the reach of customers, and each line is price marked.

The small display table idea is shown here to good advantage, these tables being divided into small sections in which various lines are grouped. Small price tickets appear in each section. The customer may wander through these lines of tables at leisure and select requirements. Many of them discover new lines designed for their purpose and when allowed to examine them closely become immediate buyers whereas much talking might be of little avail. In this store specials are sometimes grouped on these tables showing seasonable lines and combining a number of articles at a certain price.

made in war production, clerk's wages did not increase proportionately and they should not now be expected to suffer a decrease. It is our opinion that a salesman who thinks he is getting a fair wage for his work, but not one who is satisfied to remain at his present income, is one who works in the best interests of his employer."

Toy Department Upstairs

This firm formerly conducted an extensive toy department on the main floor of the store, but two years ago this was moved to a separate department on the floor above. The separate department has been found a big help in selling toys and incidentally has been a big help in that it does not disturb the even tenor of business in the main store. This may seem odd to some readers, but Mr. Hymmen vouches for the statement that two years ago at Christmas, the firm found it necessary to lock the doors because of the rush of children and parent customers who came to buy toys. At that time the toy department was in the main store and the crowd was so great that many people desiring to enter the store to purchase other hardware took the line of least resistance and went to the next hardware store rather than negotiate the crowd which surged through the Hymmen store to buy toys. Now the toy department is upstairs, with entrance through a door at the front of the store. The change has not brought any diminution of interest in toys as the upstairs department is frequently crowded. At Christmas a number of novelties are introduced to stimulate business and an enthusiastic response is always made. In the Spring and Fall of the year a specialty is made of certain seasonable toys and then again there is a rush. Throughout the other months of the year there is a consistent demand for toys replacing those which become worn out or those being purchased as birthday and other gifts. Educational toys are particularly desired, especially when parents influence the purchase.

BIG FUTURE FOR ONTARIO'S IRON ORE

Government assistance in the development of a Canadian iron ore industry was urged in a resolution passed at Hon. Harry Mills' "iron" conference in Toronto, which was attended by 30 or 40 mining men, metallurgists, transportation men, engineers, etc. They also asked that the Federal and Provincial governments appoint a committee to conduct an inquiry and investigation into the commercial aspect of the situation. The opinions expressed, especially those of general manager J. D. Jones of the Algoma Steel Company, Saulte Ste. Marie, were very optimistic. Mr. Jones pointed out that the United States high-grade iron ores in the Marquette country were "petering out," and the United States government was preparing to develop low-grade ores.

In Mr. Jones' opinion, now was the time for the Canadian governments to get behind the industry and build it up. United States men, he said, were building a $4,000,000 plant to make use of their low-grade ores, which, in his opinion, demonstrated that the time was close at hand when Canadian ore would have real commercial value.

Mr. Jones, in his statement, said he had caluculated that he could produce pig iron from Canadian ores at $1.57 less per ton than he could from the United tates ores. He would use 60 per cent. cintered siderite and 40 per cent. of magnetite. Given Canadian ores at a price that would enable them to compete with United States ore, he said, the Algoma concern would use nothing but Canadian ore.

P. D. McAVITY IS PRESIDENT MARITIME WHOLESALE HARDWARE ASSN.

At a meeting held at the Algonquin hotel, St. Andrews-by-the-Sea, N. B., of the Maritime Wholesale Hardware Association, on Thursday, July 6, A. W. Morton, of Halifax, N. S., was elected president. P. D. McAvity, St. John, N. B., vice-president; the secretary to be elected by the president. The executives are: G. J. Metzler, Halifax; Fred Sutherland, New Glasgow; R. M. Bartsch, St. John, N. B.; J. F. Tilton, St. John, N. B., and John Neill, Fredericton.

Says Electrical Overhead Expense 34 Per Cent.

In Smaller Businesses and 23% in Larger Ones—Organization of Electrical Dealers Takes Place in Ottawa—Inefficient System of Accounting Characteristic of Electrical Dealers is Scored

OTTAWA, Ont.—More than thirty of the local electrical contractors and dealers met at a dinner as guests of the local branches of the Canadian General Electric Company and the Northern Electric Company. A. A. Dion, of the Ottawa Electric Company, acted as toast master and in his opening remarks following the banquet welcomed the movement which this meeting signified towards a mutual co-operation on the part of the retail branch of the electrical industry to organize for the purpose of giving better service to the public.

Laurence W. Davis, of New York, special representative of the Inte tional Association of Electrical Contractors and Dealers, then addressed the meeting.

The great trouble with electrical contractors, said Mr. Davis, has been that the men in the business with expert technical knowledge of installation problems have overlooked the fundamental principles of business which will permit their making adequate profits to develop their business and grow into greater service. This was due, he said, in large measure, to defective accounting methods, which leave out the inevitable overhead charges. This overhead is as definite a part of the cost of each job as the labor or material used in the work and must be provided for in the selling price before any profit could be made. There are such expenses as non-productive labor, salaries, rent, light, heat and power, postage, telephones, stationery and printing, advertising, depreciation on tools, autos and materials, freight and delivery, taxes and insurance, bad debts and many other items, all of which must be included in the cost of any work done. Many young men starting in business overlook these necessary features, and the inevitable failures resulting are a costly burden upon the best development of the industry.

Small Net Profits

According to the figures collected by the International Association, based upon studies of over 2,300 electrical contracting firms doing business of over $100,000,000, these overhead expenses average from 34 per cent. on the smaller business down to 23 per cent. on businesses of larger volume. Mr. Davis showed how even the knowledge of one's overhead is not sufficient in itself, but equally important is the knowledge of how to apply that overhead upon the cost of a job so that the selling price may show a real profit. Many contractors, through lack of this knowledge, are taking work which leaves them actually with a net profit of only 67c. on each job which costs them over $100.

It is not the purpose, said Mr. Davis, to eliminate competition through association work, but only to eliminate destructive competition, through a study of actual costs and an exchange of ideas on business methods. What people pay for is not so much material or labor, but service. The idea of the electrical contractors should be to give that service and so arrange their business with such elimination of competition based on ignorance of costs that both large and small electrical contractors can develop to greater usefulness and service to the public.

The meeting voted strongly to form an Ottawa branch. Sixteen of the firms represented at the meeting signed papers to organize a local association as charter members, and a dozen other firms signified their intention to affiliate with the association when it was organized.

Aluminum Reduction Stimulates Trade

Several Large Glass Shipments Arrive in St. John —Belgium Rifles and Shotguns on the Market— English Firearms Still High in Price

ST. JOHN, N. B.—This has been a record year so far, for sporting goods, and some of the hardware houses featuring this class of goods have had difficulty in keeping up their stocks in order to meet the unprecedented demand. Baseball teams are numerous, and are being well supported by the citizens. One St. John firm boasts of having completely equipped no less than fifteen teams. There is a heavy and steady demand for baseballs throughout the maritime provinces. The tennis business is pretty good, and several courts are in operation. Pogo does not seem to catch on in St. John, and one house with a sample stock has met with little success.

The very wet and unsettled weather during the past week or two has had the effect of slowing up the sale of outing goods and camper's supplies but it is felt that as soon as the weather becomes more settled there will be the usual summer's demand. Automobile accessories are selling well, and there is a good demand for tires, tubes and tire accessories. Spotlights, luggage carriers and motor-driven horns are selling well, also winged radiator caps. The paint business continues to be good both with painters and private users. Auto paints are in steady demand, and one or two painters are making a three-day service to car owners who cannot afford the loss of their car for a longer period. This painting is of the nature of a "touch up and varnish," but cars that have undergone this treatment look very good, and the cost to the owner is low.

Dealers are experiencing difficulty in meeting the heavy demand for paris green, and one house has had to order shipments by express to meet requirements, on several occasions. Goods of German manufacture are slowly finding their places on the shelves of the maritime province hardware stores, especially such goods as pliers, thermometers, punches, clippers, etc. The reduction in the price of aluminum ware has had the effect of speeding up sales in this class of goods, especially kettles and double boilers. The reduction of more than a dollar in the retail price of a kettle has brought a large demand for kettles. The St. John dealers, most of them, had low stocks at the time of the decline in price, and were able to stock up advantageously. The sale of builder's hardware is fair, only a few new buildings being erected. Two or three big jobs are under way, including two schools. There is a possibility of a skating rink being built in the near future, and also the erection of a substation for the hydro-developed power which is to be supplied to the city by the provincial government. During the past week there have been no special sales held by the hardware stores, the advertising having been devoted chiefly to such items as screen doors, windows, refrigerators, fly swatters and auto supplies. A good deal of window glass has been shipped from St. John during the last few weeks, several large shipments having arrived from Belgium and England. Belgium rifles, shotguns and pistols are again on the market, price being about the same as American lines. English firearms are still high in price, with only a limited demand.

Conditions are much brighter in Sydney, N. S. The payroll of the Sydney steel plant will amount to $10,000 a day for the first time since November 22, 1920, so it was announced at the British Empire. Steel headquarters. During the last three months business has been picking up and still further improvement is looked for. Local business conditions reflect the increased industrial activity. This is supplemented by full time at the mines, which are rushed to supply orders from upper Canada and the United States.

Wentworth Radio Supply Co., head office Hamilton, capital $100,000 to manufacture and deal in radio supplies.

Gold Medal Radio-Phonograph Corp. Ltd., head office Uxbridge, Ont., capital $300,000 to manufacture and deal in furniture, beds, phonographs, radio apparatus.

What Retail Advertising Must Do

To Be Effective Advertising Must Be of Value to the Public—Only the Truth Must Be Employed to Make Advertising Profitable—Successful Stores Have Won Through Greater Skill in Advertising

EDITOR'S NOTE; Hardware merchants will be interested in some of the ideas expressed in regard to the handling of retail advertising, as outlined at the recent convention in Milwaukee of the Associated Advertising Clubs of the World. Effective retail advertising can be of great assistance to the merchant in stimulating trade at present, and no matter how much each retailer things he knows about advertising he will find some points which he can make use of to advantage in this report.

"RETAIL advertising and therefore the people who devote their time to it, can be just as big, as important, as influential, as those engaged in the business desire," asserted Louis Blumenstock, of St. Louis, advertising manager of one of the great department stores of that city, and president of the Associated Retail Advertisers, at the convention of the Associated Advertising Clubs.

"Throughout the sessions of the retail advertisers, who are gathering from the four corners of the earth to discuss methods for improving such advertising, the fundamental thought has been that advertising, to be useful to the store that uses it, must first be of benefit to the public. It must tell the news of a store of new merchandise arrivals, of attractive prices, of the uses to which merchandise can be put to obtain the largest possible benefit from its purchase. Strong emphasis has been laid upon the fact that the best advertising of today is not that which tells merely about the goods offered, but rather, that which tells about the use of the goods.

The Truth Only

"Another deep current in these sessions has been the unanimous agreement that nothing short of the plain, simple truth, as to qualities, prices, etc., can be employed profitably in advertising, and this was especially stressed by Mr. Blumenstock. He showed that advertising does more than merely bring people into a store once—that proper advertising and sound merchandising will bring the customer back time and again.

"A business that is properly built," he said, "is not entirely dependent upon the daily advertisement. It possesses a clientele that has been culivated and has been encouraged to come, day after day, to the establishment to satisfy its wants. And this clientele, which is termed 'natural business,' should be sufficient to assure an average business. The advertising should merely give it a greater impetus, and the occasion should be carefully planned and honestly presented.

"Many things in a business have to do with its future, with its progress, with its place in the community. The establishment that interests itself in municipal affairs, advocates progress in an editorial way, is advertising itself as a progressive business and indicates to the public that it is vitally interested in the progress of the community, and that the establishment consders itself a factor within it."

The great gathering of retailers has developed the interesting fact that during the last few months when many stores have had to retrench sharply and even have shown financial losses, there have been other merchants, similarly situated, who have been distinctly prosperous; and in every case, the successful stores have won through the exercise of greater skill in advertising and merchandising shown by the successful ones.

Sharp emphasis has been given, by several speakers, to the need for better advertising copy—a better understanding of merchandise and the customer—and the use of attractive advertising illustrations. An illustration, attractive in appearance and truthfully describing the merchandise to be sold or clearly reflecting the character of the store, it has been shown, can be of the greatest importance in selling goods and building permanent good will.

"The successful retail advertising man of today must know the store through and through—the management, employees, merchandise, customers—every element and phase of the business, and moreover, he must not only reflect the spirit of the institution he is advertising, but also be in the position of helping to guide the management in the adoption of policies which will win greater good will." Such was the declaration of Edward S. LaBart, of Wilson & Co., Chicago, in addressing the retail section of the advertising convention.

What I Would Want to Know

"Were I a young man," he said, "and had an opportunity to become identified with a retail store in the advertising department, I would want to know about all that I could of the retail store business because I would consider that as long as I had to interpret the store to the public, I would have to know within myself those things I should have to consider and write about.

"If I owned a store and wanted to have an advertising department, I would first make certain that I actually had something to offer the public and then I should insist upon my advertising man knowing every employee of my establishment and to spend some time both behind and in front of the counters absorbing everything possible concerning my busness.

"As an advertising man in a retail store I would not stop in my endeavors until I had sold every employee on the value of advertising; until I was certain every one of them knew the great underlying thought or message that I was carrying along in my copy. I would not stop until I found it possible to make it easer for those higher than I to understand that advertising was the mouthpiece of the business they were building and to be open to suggestions and means for improving the store policies where needed and to permit me to carry to the public the great impelling story that surrounds every successful enterprise. Every success is a business romance and has attached to it wonderful stories, principles and ideals—splendid merchandising facts that await the touch of a human mind trained and directed towards revealing them in a way easy to be understood.

"You cannot row a boat across a river with your hands tied behind your back, any more than a retail store can hope to have its ideals and purposes dug out and properly supported by one whose hands and ideas are tied tight by the big boss, who himself does not thoroughly understand what advertising actually is.

"Every department of a retail store must understand the power of advertis-

(Continued on page 46)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JULY 15, 1922

Savors of Propaganda

A REPORT which has been given much publicity in Canada and the United States is to the effect that English linseed oil made from Canadian flaxseed is now flooding the United States. This is said to be due to the emergency tariff legislation of the U. S. which greatly increased duties on flaxseed. This statement savors very much of political propaganda as the facts do not bear it out. Canadian flaxseed is still being shipped into the U. S. but the total of Canadian shipments, amounting to about one and one half million bushels per season is but a small part of the thirty million bushels annually required by the U. S. trade. True Canadian flaxseed is being shipped to England, but this is used for seeding purposes and is not a new development by any means.

English linseed oil has been shipped into the United States in increasing quantities lately, but this is not a matter of price competition but rather a question of seed supply. Quantities of oil available in the United States are not sufficient to satisfy their domestic demand and it has been necessary to import supplies. The flaxseed for most of the oil from England and that produced in the U. S. came from the Argentine, though India has been supplying English mills with some seed recently. Thus it is seen that a situation which subsequently might have had some direct bearing on the Canadian linseed oil trade, really has no foundation in fact.

Set Dangerous Precedent

NUMEROUS enquiries have been received recently by Hardware and Metal as to the principles on which the Sales Tax is being applied. Various policies are being followed by manufacturers and wholesalers, some absorbing the whole tax, others part of it and still others collecting the whole tax from the retailer. This situation results in the retailer imagining that he is being descriminated against by the manufacturer or wholesaler who insists on collecting from him the whole amount of the Sales Tax applicable to the sale.

Investigation of the situation reveals the fact that in some cases prices on merchandise have been increased simultaneously with the announcement that part or whole of the tax is to be absorbed. This increase in price is necessary for the manufacturer in order to offset the impairment of his revenue from absorbing the Sales Tax. But the result is the same, e.g., the price to the consumer is increased and the retailer is the one who must secure the higher price. The same result would be achieved by the retailer insisting on collecting the sales tax from his customer the same as is demanded of him by the manufacturer or jobber. The principle of passing on the Sales Tax to the consumer is undoubtedly sound and practicable and would work little hardship except where suggested resale prices are in effect, and here the policy of absorbing part of the Sales Tax by manufacturers and wholesalers has been in effect for some time.

Investigation among retailers indicates that the average merchant has no objection to the manufacturer or wholesaler collecting the Sales Tax on transactions but objection is taken to the varying plans which are in effect whereby the retailer hardly knows where he is at in buying from a large number of firms.

If the Sales Tax principle is to be continued, and it looks now as if it is likely to be, some definite policies should be laid down by manufacturers and wholesalers or definite details laid down by the government stating the plan which these firms must follow. In this connection it is stated as a possibility that the Sales Tax plan may not only be continued, but increased in future to allow the curtailment of other forms of taxation which require much detail work. If this proves to be the case it would be well for all concerned to formulate definite policies now in handling this form of taxation and not set dangerous precedents which may prove to be difficult to break away from in future.

The Advantage of "Something For Nothing" Psychology

THE SERIOUSNESS of competition on this market of hardware produced at so-called small cost in certain European countries appears to be greatly diminishing. Production costs on many such lines are said to have recently increased 200 to 300 per cent. and with the restrictive duties imposed it is regarded as highly speculative to attempt to exploit this market with such merchandise designed to sell on a low price basis. The fact that domestic purchasers of such lines found difficulty in establishing just what such goods would cost laid down in this country has been a factor in restraining such trade.

It is an interesting development of this situation to note that with the curtailment of cheap hardware lines from such European countries, some quantities of similar merchandise are found on the market, supposedly emanating from the same countries but on investigation found to be produced on this side of the Atlantic.

In this connection the secretary of the National Council of American Importers states: "The Germans are rapidly losing their trade here by scaling prices too high. Every German firm seems intent on charging all the traffic will bear. Prices have increased greatly and values are rigidly charged in dollars. I also know that there are a lot of articles offered on this continent purporting to come from low-exchange countries, especially from Germany, but most of these are fakes. A good many of the knives for instance now so common in this country at low prices are made on this continent, their promoters taking advantage of the common psychology of 'getting something for nothing' by advertising that they come at a great sacrifice from abroad."

Reports from the Department of Trade and Commerce bear out the fact that trade with these low-exchange European countries is dwindling largely owing to a loss of prestige on account of inability to make deliveries and to offer more liberal financing terms.

To Cut Down Expenses--Spend More

The Strange Tragedy of Overhead the Villainous Enemy of Profits

or

How the Powerful Muscles Called Increased Volume Avert Disaster

THE cartoon shows you the exact details of a tragedy that has been frequently enacted in recent months, known as—The Weight of Overhead or The Flattened Business Man.

You observe the business man sitting at his desk crushed down by the villain Overhead, a husky looking brute, perched on the poor man's shoulders, who has seized the pie of Profits which he proceeds to devour. Not content with gorging the pie, the villain must flatten out the unfortunate wretch beneath him, in the bargain.

The business man struggles to find, underneath his papers and accounts, some scheme by which he may throw off the villain and extricate himself from the warm, desperate and unpleasant situation. He has but two chances. The villain is not so robust as he looks—he has gorged until he has become soft and flabby. The business man may make either or both of two moves that call for quick decisive action. He may suddenly slide out from under and escape into the next office called Economy where Overhead cannot follow—or he may bring into play those powerful big muscles known as Increased Volume with which he could easily knock Overhead into the middle of next week.

Personally we believe in the muscular effort. It is safer, surer, and disposes of the villain for all time. Hiding in the office of Economy, the business man must always be on guard. The villain will be always watchful for another chance—constantly seeking to again seize the pie.

There are not many business men wise enough to know just how to live in the office of Economy and keep away from Overhead. You cannot economize carelessly. It calls for shrewd and cautious judgment, else you cut down the very things that would keep a growing Overhead away. For example, it is unwise to cut down advertising appropriations, it is unwise to make drastic reductions in wages, it is dangerous to substitute inferior merchandise for good quality. The best economies are those that include a smaller working organization where it will efficiently do the work or a lesser expense for the smaller details that may safely be dispensed with in an establishment.

But when you use the muscles of Increased Volume you need not be so fearful. Be sure you are right—be certain that your plans will make volume grow—and you need have no fear of Overhead. His greatest enemy is the steady clang of the cash drawer bell. Use advertising judiciously, employ display to the best advantage, build your selling organization to its highest standard—go after business with all the vim and vigor you can bring into action—and Overhead will never find a place on your shoulders. He will become your servant to do your bidding, to bring you the pie of Profits that is essential to the life of a business.

In other words, to cut down your expenses spend more. You reduce Overhead by increasing volume which can only be done by more advertising, more display, more energetic effort to bring in the sales that make the cash that goes into the drawer that rings the bell that hypnotizes Overhead and helps you to subdue him and make him harmless.

Events in the Trade

PERSONAL

H. J. Gaisman, president of the Auto-Strop Safety Razor Company, has sailed from New York on the S. S. "Paris" for England, where he will visit the London factory of the company and some of the continental branch offices.

A. E. Gilverson and W. J. Lawson, president and manager respectively of the wholesale hardware firm of Rice Lewis & Son, Ltd., Toronto, have returned from an extended business trip to England.

John Richardson of Richardson & Bureau, manufacturers' agents, Montreal, Que., is leaving on July 16th for a trip to Europe covering a period of two months. Mr. Richardson is combining business with pleasure, and after visiting the Old Country will make a visit to different continental countries.

Maurice Ganon, representing Societe Generale De Coutellerie & Orfevrerie, 31, Rue Pastourelle, Paris, manufacturers of all kinds of cutlery and who operate six factories in France, is on a business trip throughout the West in the interest of his firm. This is Mr. Ganon's second trip to Canada as his first was with the "Made In France" exhibit shown last year. Mr. Ganon states that they make a better quality of cutlery than Germany and their employees are all veterans. Their business relations in Canada have been very satisfactory and this year they are making cutlery in Canadian designs so as to give the Canadian trade what they are looking for. H. W. Glasco is the firm's representative in Western Canada.

MOVE INTO NEW QUARTERS

The Greenside Hardware, Danforth Ave., Toronto, has moved into new and more spacious quarters two doors east of the previous location. The new number is 3276.

GURNEY FOUNDRY PROPERTY CHANGES HANDS

The transfer is announced of the foundry property valued at $329,372 of the Gurney Foundry Co., Ltd.. at 500 King St., West. The land has a frontage of 408 fet. It is transferred to a holding company known as Gurney Properties Co.

ONTARIO INCORPORATIONS

Imperial Radiator Co. Ltd., head office Toronto, capital $500,000 to manufacture and deal in iron, copper, steel, brass and other metals and manufacture boilers, radiators, and heating apparatus of all kinds.

ANACONDA AMERICA BRASS CO. AT NEW TORONTO

A recent report from New Toronto says the Anaconda American Brass Company have opened negotiations with the Town of New Toronto with the object of obtaining a site and locating there.

This is further to the report appearing in a recent issue of Hardware and Metal to the effect that this company had taken over the Brown Copper & Brass Rolling Mills at New Toronto.

NAIL MANUFACTURERS PROTEST RATE INCREASE

Ottawa.—Protests against the recent judgment of the Railway Commission in regard to freight rates have already begun to come into the board. Two industries have appealed to the commissioners to have commodities in which they deal put on the list of basic commodities on which reductions were granted. The two industries which have been heard from up to date are the nail industry of St. John, N. B., and the beet-root industry of Western Ontario.

FRENCH CONCERN MAKING CONNECTION IN CANADA

A. Boitard, representing Sabatier Pere & Fils, Paris, France, is a visitor to Montreal and is making this city his headquarters. This company manufactures cooks' knives, table cutlery, etc., and are endeavoring to build up their connection with the Canadian hardware trade which they enjoyed prior to the war. Mr. Boitard expects to visit Ontario and the Northwest, leaving Montreal during the coming week, and will visit the wholesale hardware merchants in the various centres he calls on.

CLAYTON & LAMBERT MFG., CO., CELEBRATE THIRTY-FIVE YEARS IN BUSINESS

An informal Get-Together-and-Boost-Dinner was given by the management of the Clayton & Lambert Mfg., Co., Detroit, Mich., to 125 members of their organization, including the office and factory heads of departments. The event was in celebration of their thirty-five years of business growth and in honor of several employees who had faithfully served the company for twenty years or more, to whom watches and other tokens of appreciation were presented by Otto J. Groehn, factory manager. J. E. Lambert, president of the company, acted as toast master.

DOON TWINES LIMITED WILL ENLARGE PLANT

Kitchener, Ont.—Doon Twines, Limited, have plans drawn and the specfications prepared for a large addition to their factory, on South street. They are calling for tenders and anticipate beginning building operations at an early date. The new building will adjoin their present factory at the rear, and the plans show a big basement for storage purposes and a one story superstructure. The factory is at present working full time, though not at full capacity.

COLEMAN FARE BOX CO. LTD. UNDER NEW NAME

Sheet Metal Tools and Hardware Co. is the new name of the firm formerly known as Coleman Fare Box Co. Ltd., 1191 Bathurst St., Toronto. The latter company has now passed out of existence after paying one hundred cents on the dollar and the business is now being carried on by two of its old officials under the name of the Sheet Metal Tools and Hardware Co. F. Tissington and J. E. Harvey, manager and superintendent respectively of the old plant, now own the whole of the assets of the defunct concern. The new firm will carry on the majority of the lines formerly made by Coleman Fare Box Co., particularly as regards garden sets, snow shovels, trowels, lawn rakes, sand spades, etc., and a new clothes line reel for use in the kitchen is being added.

A. L. TELFER COMMENCES IN BUSINESS FOR HIMSELF

A L. Telfer who has been connected with the J. H. Hanson Company, Limited, Montreal, for the past 14 years, and manager for the past 6 years, is taking over the agencies formerly represented by this company, including the Canada Wire and Iron Goods Company, Limited, Hamilton, Ontario, the White Frosst Company, Limited, Warrington, England, manufacturers of wire nettings, The Sussex Manufacturing Company, manufacturers of refrigerators, and the clothes pin business.

The J H. Hanson Company of Montreal have been in business since 1885 and a short time ago they decided to liquidate their stocks and go out of business.

Arrangements were therefore made whereby Mr. Telfer, who from his long association with the trade, has a very valuable connection, would take over the different agencies.

MONTREAL BOARD OF TRADE WILL VISIT THE WEST

Montreal.—Arrangements are now well completed for a Western trip of the Montreal Board of Trade in September next. The party, which will include a large number of members and their wives will leave Montreal on September 1, and proceed to Port McNicoll, taking the boat trip from there to the head of the lakes. Centres to be visited include: Kenora, Winnipeg, Regina, Moose Jaw, Bassano, Calgary and Banff. While in the Rocky Mountain district many interesting points will be touched, and Vancouver will be reached on Saturday, Sept. 16. A boat trip from there along the British Columbia coast will be taken, after which the return trip will be commenced.

STEEL COMPANY MAY ERECT PLANT IN NEWFOUNDLAND

Sydney, N. S.—In return for a nominal royalty of 25 cents per long ton, on all iron ore mined, the British Empire Steel Corporation has undertaken to construct in Newfoundland, before 1928, a plant capable of producing one hundred thousand tons of iron or pig iron annually, according to an agreement between the corporation and the Newfoundland government made public here.

The corporation undertakes to erect coke ovens and to expend three million dollars in Newfoundland before 1926. All materials used in the construction of these plants are to be admitted to the island, duty free. The companies, Dominion and Scotia, are also granted certain rights as to tax exemptions and water power grants.

PROGRAM FOR TORONTO HARDWAREMEN'S PICNIC

The seventh annual basket picnic of the Toronto Hardware Merchants and Travelers, will be held at High Park, Area No. 4 on Wednesday, July 19, 1922. A full program of sports has been arranged by the committees of which the chairmen were O. F. Morrison, John Caslor, A. Lake, F. Hutton. The starters will be N. Baden and B. Blackwell, Judges: B. Cotten, K. Brandon, A. Lake. There will be a baseball game between the East End under manager J. Vernon and the West End under manager J. Booth. A wide range of splendid prizes have been donated by a number of hardware firms.

The various contests to be staged include the following:

1. Girls' Race, 6 years and under, 25 yards. 2. Boys' Race, 6 years and under, 25 yards. 3. Girls' Race, 7 to 10 years, 25 yards. 4. Boys' Race, 7 to 10 years, 25 yards. 5. Girls' Race, 11 to 15 years, 50 yards. 6. Boys' Race, 11 to 15 years, 50 yards. 7. Balloon Race, (Ladies), 50 yards. 8. Hardware Clerks' Race, 100 yards. 9. Single Ladies' Race, 75 yards. 10. Backward Race, (Men) open, 50 yards. 11. Married Ladies' Race, 50 yards. 12. Travelers' Race, 100 yards. 13. Sack Race open, 50 yards. 14. Ball throwing Contest, (Ladies) 1st prize only. 15. Ball Throwing Contest, (Men) 1st prize only. 16. Boot and Shoe, Ladies, open. 18. Hardware Merchants' and Travelers' Race, (over 45), 75 yards. 19. Married Couples' Contest, (needle & thread) 75 yards, (prizes to Ladies only.) 20. Pipe Race. 21. Wheelbarrow Race. 22. Lucky Number Contest. Tickets 25c. each.

BUSINESS MENS' ASSOCIATION HOLD PARADE

With flags and bunting fluttering gayly from every building, shop windows decked with most attractive displays, eager faces leaning from upper windows, and the sidewalks teeming with excited children and interested spectators, Queen street west, Toronto, presented a truly gala appearance as the parade of floats, representative of that section's manifold businesses, passed along the street.

Over 200 floats and gaudily decorated vehicles were mustered by 7 o'clock —racy touring cars, ponderous trucks, and wagons drawn by prancing horses.

While the majority of the vehicles were abandoned to the usual advertisement of their owners, some contrived to attain this end by novel means. One foundry had skilled employees giving demonstrations of simple molding processes right in the truck. Another firm engaged in similar business had two imps attired in scarlet on its float working in the glare of torches. The committee included Arthur Lake, hardware, and a number of Queen St. hardwaremen took part in the pageant.

WESTERN ONTARIO NEWS

F. S. Newton of Essex, Ont., has taken a position in the hardware store of T. B. Rayl & Co. in Detroit.

H. L. Martinson and wife of Cotton, Ont., were recent visitors with relatives in Port Huron.

London Metal Products, Limited, of which D. Soper, formerly of Beatty Bros. London factory, will be manager, is getting ready to engage in the manufacture of washing machines and other lines. Machinery is now being installed in a building that has been secured in East London. The firm is capitalized at $60,000.

WHEN IS YOUR CIVIC HOLIDAY?

In the interests of bringing about a uniform observance of Civic Holiday throughout the various municipalities of Canada, and to provide information to travellers so that they can plan their trips accordingly, Hardware and Metal desires information as to when YOUR Civic Holiday is to be held this year. Please drop a card to the Editor, Hardware and Metal, 143 University Ave., giving this information. It can be used to help all concerned.

Lyle Johnston of the Cowan Hardware, London, Ont., is spending a month's holidays at Port Stanley. George Swallow, of the same firm has left on a trip to the coast and J. McTaggart is rusticating in the vicinity of Appin.

The wedding was solemnized at Leamington, Ont., recently, of Wilbur C. Lendon, son of Harry Lendon and Miss Myrn Aleine Terryberry. Following a honeymoon trip through the Adirondacks and New York City; Mr. and Mrs. Lendon will reside in Leamington.

Rapid progress is being made with the fine new store being erected at London, Ont., for the Cowan Hardware Co. The building will front on Dundas St. and run right through a block and have entrance and show windows on the market square. Both front and rear will be of red brick and the store is to be equipped with the latest fixtures and equipment.

Plans are well under way at London, Ont., for the big annual picnic of the London Retail Hardware Dealers' Association. Instead of going to Port Stanley this year the hardware merchants will go to Springbank and special electric cars are being arranged for. Arrangements are also being made to provide food for 600 people. A big program of sports will be a feature of the outing. Many hardwaremen from the district, with their wives and families are being invited.

HARDWARE CONDITIONS PROMISING IN LONDON DISTRICT

London, Ont.—The most active demand in years is reported not only in London but all through the district for builders' hardware. Building permits for the year will be well over $3,000,000 exclusive entirely of any permits for the Western University buildings. The bulk of the permits are for homes and the resultant demand for all lines of builders' hardware, for roofing and supplies and also for tools has been very satisfactory to the hardware merchants.

Tenders will be called very shortly for the new Western University buildings and the cost of these will be at least $2,000,000. In addition there are several other substantial projects developing and the entire outlook in so far as the building trade is concerned is most satisfactory.

With the best and also the earliest crop in many years now being harvested merchants see continued prosperity for the farmers and big buying in the coming months. Active replacement buying by many retailers is reflected in increased activity in the factories and the unemployment problem is practically nil just now.

Aside altogether from the building activity local and district hardware merchants report that business has been excellent and they are a unit in taking an optimistic view of the situation in the coming months.

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

MacRorie, Sask.—Chas. Evans, hardware suffered fire loss.

Nipiwin, Sask.—G. F. Agnew, hardware, has sold to Lawrence Bros.

Vegreville, Man.—The Standard Hardware Ltd., has been incorporated.

Rockhaven, Sask.—J. H. Coe, hardware, has been succeeded by Phillips Bros.

St Jean Baptiste, Man.—D. F. Asselin, tinsmith, has sold to Tessier Bros.

Harry Moulden is on a trip to Columbus, Ohio, where he is attending the U. C. T. Convention.

Dave Burnett of the J. H. Ashdown Hardware Company, who has been confined to the hospital for the past week is expected to be out very shortly.

A. H. Fraser, manufacturers' agent, Winnipeg, is on a business trip throughout the West calling on the wholesale trade.

Harry F. Moulden & Son, manufacturers' agents have moved to Room 112, Pantages Building, Market Avenue, Winnipeg.

Vancouver.—A meeting of battery and electrical service men in this city is being held this week for the purpose of organizing a trade section under the auspices of the Retail Merchants' Association.

Vancouver.—The Gregory Tire and Rubber Co., the only concern manufacturing automobile tires on the Canadian Pacific coast, anounces that early in September it will place its first cord tires on the market. The company's cord equipment is practically completed and will be ready for shipment to the plant in Coquitlam this week.

T. E. Pooley, of London, England, representing Vickers, Ltd., and thirty other British firms will reach Vancouver shortly with a view to the establishment of branch distributing and manufacturing plants on behalf of his principals. He will remain here for three weeks looking into many prospects submitted to his Old Country interests. Mr. Pooley will consider the establishment of an airplane service between Vancouver, Victoria and Seattle.

O. M. Ballantyne and H. Hacker, are opening a general hardware business at Vegreville, Alberta, under the trade name of the Standard Hardware Company Limited. Mr. Ballantyne was connected for eight years with Merrick-Anderson Company of Winnipeg and went with the Marshall-Wells Company at the time of the amalgamation. This position he held until he decided to go into business. "Bal" will sure be missed by his many friends on the road. Mr. Hacker has been in business at Vegreville with his father for the past fifteen years.

Vancouver.—B. Applegate, who for some time has been attached to the staff of Wood, Vallance & Leggat, has resigned to assume charge of the clearing house of the Canadian Credit Men's Trust Association.

Vancouver.—F. A. Owens in the employ of the Guarantee Storage Battery Company here was the lucky winner of the Lexington car donated in connection with the Potlatch staged the last week by the Gyro Club in aid of children's playgrounds.

Victoria.—Several new concerns of interest to the hardware trade have been incorporated here within the last fortnight. Among them are the following: Manville & Sons, Hardware Co., Ltd., Armstrong, capital $10,000; South Vancouver Art Metal Works, Ltd., South Vancouver, $10,000; McCandless Battery Co., Ltd., Victoria, $10,000; Spreader Sling Hooks, Vancouver $25,000; Simpson & Gowan, Ltd., Summerland, $10,000; McPherson Plumbing & Heating Co., Ltd., Vancouver, $50,000.

BUYERS WEEK IN VANCOUVER

Much attention is being given to "Buyers Week" in Vancouver which will be held during the week of the Exhibition August 21 to 26. Efforts are being made to secure the co-operation of every manufacturer and wholesaler in the city and it is anticipated a large number of buyers from all parts of the province will attend. A refund of railway and boat fare will be made on the basis of the volume of sales made. The visitors will be entertained at a luncheon at the Hotel Vancouver and in addition, there will be trips to points of interest around Vancouver.

FOUNDATION OF IRON AND STEEL INDUSTRY IN B C.

Nelson, B. C.—S. G. Blaycock, general manager of the Consolidated Mining and Smelting Company of Canada, in an address before the International mining convention here, stated that his company had made in the laboratory, high grade ore from the pyrolite gangue taken from the great lead and zinc Sullivan Mine at Kimberley, using an electrolylic process which had been suggested to the management by Nichol Thompson of Vancouver.

This product, which Mr. Blaycock called a stainless iron, could be rolled cold to the thousandth part of an inch and then folded like paper, fifty times. It resembled wrought iron in all respects except that it was apparently of the purest form known. If the company could develop this process commercially he said, it would be getting the very utmost out of the Sullivan mine.

Mr. Thompson, who was chairman of the session characterized this announcement as the greatest event of the convention. He said that even if the magnetites and hematites of the province should not prove to be of sufficient extent there were sufficient deposits of pyrolite in the province to be the foundation of an iron and steel industry.

WHAT RETAIL ADVERTISING DOES

(Continued from page 41.)

ing so that patrons of the store will be handled and treated courteously, that they might come back again and again. Stocks advertised must represent themselves as shown in the advertising, else the prestige sought after will not withstand.

"The advertising department is one of the most important departments of any store and it must be treated and considered accordingly. And by the same reasoning the advertising department manager should be one of the best known and among the most important workers in the organization; one whose duties extend from knowing how goods are received, unpacked, handled and priced through all details up to the duties and ideas of the president of the company, himself. Only in this way can every detail be possessed and only in this way can really good pulling merchandising copy be prepared and presented to the public."

Far too little attention is given to writing craftsmanship in the preparation of advertising copy by retail merchants, in the opinion of Sherley Hunter of Chicago, who has attained a national reputation as an advertising writer. He told retail advertisers attending the convention, that advertisements should be news, and he insisted that business houses are too easily contented when they go out to look for an advertising man.

Washington.—The committee tariff rate of 40 cents a bushel on flax seed was approved by the Senate, without a roll call. This is an increase of 15 cents a bushel over the House rate.

Fall Fair Dates Throughout Canada

Partial List of Dates on Which Mid-summer and Fall Fairs Are Held By Various Cities and Towns Throughout the Provinces of Canada Are Given Herewith

(Continued from last week.)

Saskatchewan (Cont.)

Bladworth	Aug. 2
Hawarden	Aug. 3
Hanley	Aug. 4
Preeceville	Aug. 9
Punnichy	Aug. 11
Aneroid	July 18-19
Colgate	July 20-21
Mossbank	July 25
Woodrow	July 27
Gravelbourg	July 28
Cabri	Aug. 1
Lemsford	Aug. 2
Herbert	Aug. 4
Weyburn	Aug. 7-9
Central Butte	July 19
Craik	July 20-21
Davidson	July 25
Grenfell	July 26
Indian Head	July 27
Qu'Appelle	July 28-29
Carlyle	Aug. 1
Griffin	Aug. 2
Elstow	July 25
Lloydminster	July 24-26
N. Battleford	July 27-29
Prince Albert	July 31 to Aug. 2
Melfort	Aug. 3-5
Yorkton	Aug 8-11
Southey	July 25
Imperial	July 25-26
Wynyard	July 28
Asquith	Aug. 1
Brock	Aug. 2
Zealandia	Aug. 3
Plenty	
Turtleford	Aug 8
Silver Stream	Aug. 11
Summercove	July 19
Assiniboia	July 20-21
Ogema	July 25-26
Readlyn	July 28
Eatonia	Aug. 1
Eston	Aug. 2
Hughton	Aug. 3
Lucky Lake	Aug. 4
Humboldt	Aug. 8-9
Marcelin	Aug. 11
Wakaw	Aug. 12
Elfros	July 13-14
Lipton	July 18
Strasbourg	July 20
Cupar	July 21
Dubuc	July 25
Melville	July 26-27
Balcarres	July 28
Kerrobert	Aug. 1
Hoosier	Aug. 2
Watrous	Aug. 4
Kelfield	Aug. 8-9
Biggar	Aug. 9-10
Lampman	July 19
Yellow Grass	July 20-21
Rouleau	July 25-26
Milestone	July 27-28
Ormiston	July 29
Macrorie	Aug. 1
Gull Lake	Aug. 3
Shaunavon	Aug. 3-4
Eastend	Aug. 5
Wapella	Aug. 8
Kennedy	Aug. 10
Windthorst	Aug. 12
Tisdale	Aug. 14
Kinistine	Aug. 16
Duck Lake	Sept. 1
Round Hill (Sandwich, Sask.)	Sept. 6
Piapot	Sept. 19-20
Maple Creek	Sept. 21-22
Arcola	July 20-21
Broadview	July 25
Creelman	July 26
Midale	July 27-28
Ceylon	July 29
Redvers	Aug. 1
Parkman	Aug. 2
Maryfield	Aug 3
Lumsden	Aug. 8
Whitewood	Aug. 9
Moosomin	Aug. 10
Fairmede	Aug. 11
Rosetown	July 12-13
Kindlersley	July 13-15
Churchbridge	July 18
Foam Lake	July 21
Birch Hills	July 25
Shellbrook	July 26
Bounty	July 29
Vonda	Aug. 1
Richard	Aug. 2
Meeting Lake	Aug. 3-4
Radisson	Aug. 4
Cutknife	Aug. 8
Paynton	Aug 9
Lashburn	Aug. 10
Saskatoon	July 17-22
Regina	July 31 to Aug. 5

Ontario

Aberfoyle	Oct. 4
Abingdon	Oct. 6 and 7
Acton	Sept. 26 and 27
Agincourt (Scarboro')	Sept. 22 and 23
Ailsa Craig	Sept. 21 and 22
Alexandria	Sept. 12 and 13
Alfred	Sept. 12 and 13
Alliston	Oct. 5 and 6
Almonte	Sept. 18-21
Alvinston	Octo. 9 and 10
Amherstburg	Sept. 19-21
Ancaster	Sept. 26 and 27
Arden	Oct. 3
Arnprior	Sept. 25-27
Arthur	Sept. 19 and 20
Ashworth	Sept. 29
Astorville	Sept. 19
Atwood	Sept. 18 and 19
Avonmore	21 and 22
Aylmer	Sept. 6-8
Ayton	Sept. 14 and 15
Bancroft	Sept. 26 and 27
Barrie	Sept 18-20
Bayfield	Sept. 26 and 27
Baysville	Sept. 30
Beachburg	Sept. 25-27
Beamsville	Sept. 15 and 16
Beaverton	Sept. 18-20
Beeton	Oct. 10 and 11
Belleville	Sept. 4-6
Berwick	Sept. 6 and 7
Belmont	Sept. 26
Binbrook	Sept. 22 and 23
Blackstock	Sept. 26 and 27
Blenheim	Oct. 5 and 6
Blyth	Sept. 28 and 29
Bobcaygeon	Sept. 26 and 27
Bolton	Sept. 29 and 30
Bonfield	Sept. 26
Bothwell's Corners	Sept. 19 and 20
Bowmanville	Sept. 19 and 20
Bracebridge	Sept. 21 and 22
Brampton	Sept. 22 and 23
Bridgen	Oct. 3
Brighton	Sept. 12 and 13
Brockville	Aug. 22-24
Bruce Mines	Sept. 20 and 21
Brussels	Sept. 14 and 15
Burk's Falls	Sept. 21 and 22
Burford	Oct. 3 and 4
Burlington	Sept. 19-21
Caledon	Sept. 26 & 27
Caledonia	Oct. 12 and 13
Campbellford	Sept. 28 and 29
Carp	Oct. 3 and 4
Castleon	Sept. 19 and 20
Cayuga	Sept. 20 and 21
Centreville	Sept. 7 and 8
Charlton	Sept. 19 and 20
Chatsworth	Oct. 12 and 13
Chelmsford	Sept. 19 and 20
Chesley	Sept. 28 and 29
Clarence Creek	Sept. 7
Clarksburg	Sept. 19 and 20
Cobden	Sept. 13 and 14
Cochrane	Sept. 12 and 13
Coe Hill	Sept. 21 and 22
Colborne	Sept. 26 and 27
Coldwater	Sept. 22
Collingwood	Sept. 12 and 15
Comber	Sept. 29 and 30
Cookstown	Oct. 3 and 4
Cooksville	Oct. 3 and 4
Cornwall	Sept. 6-9
Courtland	Sept. 28
Delaware	Oct. 11
Delta	Sept. 11-13
Demorestville	Sept. 30
Desboro	Sept. 19 and 20
Dorchester Station	Oct. 4
Drayton	Sept. 26 and 27
Dresden	Sept. 28 and 29
Drumbo	Sept. 26 and 27
Dryden	Sept. 21 and 22
Dunchurch	Sept. 28 and 29
Dundalk	Sept. 26 and 27
Dungannon	Oct. 5 and 6
Dunnville	Sept. 21 and 22
Durham	Sept. 14
Elmira	Sept. 15 and 16
Elmvale	Sept. 25-27
Embro	Oct. 5
Emo	Sept. 7 and 8
Elmsdale	Sept. 26 and 27
Englehart	Sept. 12 and 13
Erin	Oct. 10 and 11
Exeter	Sept. 19
Fairground	Oct. 3
Fenelon Falls	Sept. 15 and 16
Fenwick	Sept. 26 and 27
Fergus	Sept. 21 and 22
Feversham	Oct. 3 and 4
Flesherton	Sept. 28 and 29
Florence	Oct. 5 and 6
Fordwich	Sept. 7
Forest	Sept. 3 and 4
Fort Erie	Sept. 19-21
Fort William	Sept. 12-14
Frankford	Sept. 21 and 22
Frankville	Sept. 7 and 8
Freelton	Oct. 5
Galetta (Mohrs Cor's.)	Sept. 27 and 28
Galt	Sept. 22 and 23
Georgetown	Oct. 6 and 7
Glencoe	Sept. 26 and 27
Goderich	Sept. 6-8
Gooderham	Oct. 5
Gordon Lake	Sept. 29
Gore Bay	Sept. 26 and 27
Grand Valley	Sept. 26 and 27

Gravenhurst ... Sept. 14 and 15
Haliburton ... Sept. 21
Hanover ... Sept. 21 and 22
Harriston ... Sept. 28 and 29
Harrow ... Oct. 9 and 10
Hepworth ... Sept. 19 and 20
Highgate ... Oct. 12 and 13
Holstein ... Sept. 26 and 27
Huntsville ... Sept. 28 and 29
Hymers ... Sept. 25 and 26
Ilderton ... Sept. 29
Ingersoll ... Oct. 2 and 3
Inverary ... Sept. 12
Iron Bridge ... Oct. 5
Jarvis ... Sept. 28
Kagawong ... Oct. 5 and 6
Keene ... Oct 3 and 4
Kemble ... Sept. 28 and 29
Kemptville ... Sept. 21 and 22
Kenora ... Aug. 24 and 25
Kilsyth ... Oct. 5 and 6
Kincardine ... Sept. 21 and 22
Kingston ... Sept. 19-23
Kirkton ... Sept. 25 and 26
Lakefield ... 18 and 19
Lakeside ... Sept. 28
Lambeth ... Sept. 27
Lanark ... Sept. 7 and 8
Langton ... Sept. 30
Lansdowne ... Sept. 14 and 15
Leamington ... Oct. 4-6
Lindsay ... Sept. 20-23
Lion's Head ... Oct. 3 and 4
Listowel ... Sept. 21 and 22
Lombardy ... Sept. 10
Loring ... Sept. 20
London (Western Fair) ... Sept. 9-16
Lucknow ... Sept. 28 and 29
Maberly ... Sept. 26 and 27
Madoc ... Oct. 3 and 4
Magnetawan ... Sept. 26 and 27
Manitowaning ... Sept. 28 and 29
Markham ... Oct. 5-7
Marmora ... Sept. 25 and 26
Massey ... Sept. 26 and 27
Mattawa ... Sept. 20 and 21
Maxville ... Sept. 14 and 15
Maynooth ... Sept. 20
McDonald's Corners ... Sept. 29
McKellar ... Sept. 26 and 27
Meaford ... Sept. 20-22
Merlin ... 25 and 26
Merrickville ... Sept. 5 and 6
Metcalfe ... Sept. 26 and 27
Middleville ... Oct. 6
Midland ... Sept. 28-30
Mildmay ... Sept. 18 and 19
Millbrook ... Oct. 5 and 6
Milton ... Sept. 29 and 30
Milverton ... Sept. 28 and 29
Minden ... Sept. 26
Mitchell ... Sept. 19 and 20
Morrisburg ... Aug. 1-3
Mount Brydges ... Oct. 6
Mount Forest ... Sept. 20 and 21
Murillo ... Oct. 3 and 4
Napanee ... Sept. 12 and 14
New Hamburg ... Sept. 14 and 15
Newington ... Sept. 26 and 27
New Liskeard ... Sept. 14-16
Newmarket ... Sept. 28-30
Niagara-on-the-Lake ... Sept. 22 and 23
North Bay ... Sept. 13-15
Norwich ... Sept. 26 and 27
Norwood ... Oct. 10 and 11
Oakville ... Sept. 14-16
Oakwood ... Sept. 18 and 19
Odessa ... Oct. 5 and 6
Ohswekin ... Oct. 4-6
Onondaga ... Sept. 19 and 20
Orangeville ... Sept. 14 and 15
Orillia ... Sept. 11 and 13
Oro ... Sept. 15
Orono ... Sept. 28 and 29
Orrville ... Sept. 18-20
Oshawa ... Sept. 11-13
Ottawa (Central Canada) ... Sept. 8-18
Otterville ... Sept. 18 and 19
Owen Sound ... Sept. 12-14
Paisley ... Sept. 26 and 27
Pakenham ... Sept. 18 and 19
Palmerston ... Oct. 3 and 4
Paris ... Sept. 28 and 29
Parham ... Sept. 13 and 14
Parkhill ... Sept. 26 and 27
Parry Sound ... Sept. 19-21
Perth ... Sept. 2-4
Peterboro' ... Sept. 13-16
Petrolia ... Sept. 25 and 26
Picton ... Sept. 19-22
Pinkerton ... Sept. 20
Porquis Jct. ... Sept. 19
Port Carling ... Sept 12 and 13
Port Elgin ... Oct. 5 and 6
Port Hope ... Oct. 3 and 4
Port Perry ... Sept. 14 and 15
Powassan ... Sept. 26 and 27
Priceville ... Oct. 5 and 6
Queensville ... Oct. 10 and 11
Rainham Centre ... Sept. 13 and 14
Rainy River ... Sept. 12 and 13
Ramona ... Sept. 27
Renfrew ... Sept. 19-22
Riceville ... Sept. 27
Ridgetown ... Oct. 9-11
Ripley ... Sept. 26 and 27
Roblin's Mills ... Oct. 6 and 7
Rocklyn ... Oct. 3 and 4
Rockwood ... Sept. 29 and 30
Rodney ... Oct. 2 and 3
Roseneath ... Oct. 12 and 13
Rosseau ... Sept. 14-16
Russell ... Sept. 21 and 22
St. Mary's ... Sept. 21 and 22
Sarnia ... Sept. 27-29
Sarnia Reserve ... Sept. 20 and 21
Sault Ste. Marie ... Sept. 12-15
Schomberg ... Oct. 12 and 13
Seaforth ... Sept. 21 and 22
Shannonville ... Sept. 16
Shedden ... Sept. 20
Sheguiandah ... Oct. 3 and 4
Shelburne ... Sept. 19 and 20
Simcoe ... Oct. 2-4
Smithville ... Sept. 13 and 14
South Mountain ... Sept. 7 and 8
South River ... Oct. 3 and 4
Spencerville ... Sept. 26 and 27
Springfield ... Sept. 21 and 22
Sprucedale ... Sept. 19 and 20
Stella ... Sept. 26
Stirling ... Sept. 14 and 15
Straffordville ... Sept. 20
Stratford ... Sept. 19-22
Strathroy ... Sept. 18-20
Streetsville ... Sept. 28
Sturgeon Falls ... Sept. 19 and 20
Sunderland ... Sept. 26 and 27
Sundridge ... Sept. 28 and 29
Tara ... Oct. 3 and 4
Tavistock ... Sept. 25 and 26
Teeswater ... Oct. 3 and 4
Thamesville ... Oct. 3 and 4
Thedford ... Sept. 28 and 29
Thessalon ... Sept. 25 and 26
Thorndale ... Sept. 25 and 26
Thorold ... Sept. 12 and 13
Tillsonburg ... Aug. 29-31
Tiverton ... Oct. 3
Trout Creek ... Sept. 19 and 20
Toronto (Can. National). . Aug. 26-Sept. 9
Tweed ... Oct. 5 and 6
Udora ... Oct. 3
Underwood ... Oct. 10
Utterson ... Sept. 19 and 20
Vankleek Hill ... Sept. 5-7
Verner ... Sept. 19-20
Wallaceburg ... Sept. 26 and 27
Wallacetown ... Oct. 4 and 5
Walter's Falls ... Oct. 26 and 27
Warkworth ... Oct. 4 and 5
Warren ... Sept. 18 and 19
Waterford ... Sept. 21
Watford ... Sept. 21 and 22
Welland ... Oct. 3-5
Wellandport ... Sept. 29 and 30
Wellesley ... Sept. 12 and 13
West McGillivray ... Oct. 4
Weston ... Sept. 29 and 30
Wheatley ... Sept. 25 and 26
Wiarton ... Sept. 26 and 27
Wilkesport ... Sept. 14
Williamstown ... Sept. 19 and 20
Winchester ... Aug. 29 and 30
Windham ... Sept. 26
Wingham ... Sept. 25 and 26
Wolfe Island ... Sept. 26 and 27
Woodbridge ... Oct. 13 and 14
Woodstock ... Sept. 19-20
Wooler ... Sept. 8
Wyoming ... Oct. 5 and 6
Zurich ... Sept. 25 and 26

PRINCE EDWARD ISLAND

Provincial Exhibition, Charlottetown ... Sept. 26 to 29
Summerside Exhibition, Summerside.
Georgetown Exhibition, Georgetown.
Souris Exhibition, Souris.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

RADIANT FLOOR WAXER.

Morris Phillips, Hardware, Toronto—Could you please let me know the name and address of the manufacturer of the "Radiant" floor waxer, which is a weighted brush, with self feeding wax, for polishing floors.

Answer—The Garton Mfg. Co., 62 Dundas St. E., Toronto, Ont.

OIL STOVES AND HEATERS.

Charles Caswell, Hardware Merchant, Tillsonburg, Ont.—Please give me the name of a Canadian manufacturer of an old stove or heater.

Answer—The Perfection Stove Company, Limited, Sarnia, Ont.; McClary Mfg. Co., London, Ont.; Sheet Metal Products Co., Toronto.

CHISEL HANDLES

Messrs. A. J. Walker & Son, Truro, N.S.—Please give us the address of manufacturers of Chisel Handles.

Answer—We are pleased to quote you the following list: Woodturning Products of Canada, Fenelon Falls, Ont.; Maritime Handle Co., East Wentworth, N.S.; The Danville Mfg. Co., Danville, Que.; Canada Spool and Bobbin Co., Walkerton, Que.; American Broom Works, St. Basile de Portneuf, Que.

CHAMPION OAK HEATER

The Geo. Taylor Hardware Company Ltd., Timmins, Ont.—Kindly advise us where we can procure repairs for a stove known as the "Champion Oak" Heater.

Answer.—Messrs. McIntyre & Taylor, Limited, Queen Street West, Toronto. Ont.

STEEL BLOCK PULLEYS

J. L. Demers, Thetford Mines, Que.—Kindly give us the names of Canadian manufacturers of steel block pulleys.

Answer.—The Canadian Fairbanks-Morse Company, Ltd., Montreal, Que., and the Goldie & McCullough Co. Ltd., Galt, Ont.

QUEBEC HEATER

The Geo. Taylor Hardware Co. Limited, Cobalt, Ont.—Can you give us the name of the manufacturer of the Quebec Heater?

Answer.—Messrs. Stewart & Milne Company, Limited, Hamilton, Ont.

NEW DIAMOND STOVE

The Cochrane Hardware Limited, Copper Cliff, Ont.—Could you kindly inform us who are the makers of the New Diamond Stove?

Answer.—Findlay Bros., Company, Limited, of Carlton Place, Ont.

THE WOODROW WASHER

W. C. Auld, Hardware Merchant, Youngstown, Alta.—Will you kindly advise me, who are the manufacturers of the Woodrow Washer?

Answer.—The Woodrow Manufacturing Company, of Newton, Iowa, U.S.A. This machine is handled in Western Canada by the Hoosier Cabinet Company, 368 Portage avenue, Winnipeg, Man.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THE issuing of a new wood screw list with higher prices, constitutes one of the premier changes in the current hardware markets, and is in line with the development of this nature outlined in Hardware and Metal a few weeks ago. Other increases are apparent on cotton wrapping twines, galvanized sheets, bar iron and steel, and the Daisy line of hand churns, while the advance in prices on lead pipe and waste, traps and bends, is now general.

Revisions to a lower level are again fairly numerous, changes of this nature being noted on such products as galvanized fence hooks, socket firmer chisels of both American and Canadian manufacture, Joseph Rodgers cutlery lines including table knives, butcher knives and carvers, spring clothes pins, aluminum ware specialty lines of U.S. origin, cow bells and Parowax.

A range is still noted in bar iron prices, but an upward revision to uniform levels is more or less expected to develop at any time, and with the announcement of higher prices at eastern markets, this reflects the unabated strength of the steel industry in the face of moderate trade at this season. Galvanized sheets also retain the firm position achieved during recent weeks, the loss of a cargo containing a goodly assignment of imported English sheets, coupled with the delayed deliveries from southern mills, being current market factors of some importance. Cotton waste prices are also on a stronger basis, while much unsettlement is evident regarding the future trend of quotations on ranges and furnaces for the coming season's trade, as costs of raw materials entering into the production of these goods show a decidedly upward movement.

A strong tendency is noted in lead products generally and other lines such as sheets and solders are considered likely to follow the advanced levels recorded last week on pipe and bends, if the prevailing strength is maintained in primary centres. Trading in scrap materials is still lacking in animation, but some signs of improvement are again appearing in ingot metals, notably copper and spelter.

A slight easing off in the volume of current orders is reported in wholesale circles, a condition which is not unusual during the hot months. Trade is still described as very good, however, with warm weather lines moving well and bookings for early Fall goods coming to hand.

Western wholesalers and retailers report a steady improvement in the volume of business, and while orders are still of a limited nature, the aggregate is considerably above that recorded this time last year. A cautious attitude is being generally adopted until the new crop is more or less assured. Practically all markets however, show a firmer tone.

Montreal Markets

MONTREAL, July 13.—New prices continue to appear on the current hardware markets, several advances and reductions again being recorded this week. Higher prices are announced on bar iron and steel, lead pipe and waste, traps and bends, cotton wrapping twines, while through the issuing of a new list, wood screws are also at increased quotations. Reductions appear on certain cutlery lines of the Joseph Rodgers make, such as table knives, butcher knives and carvers. Spring clothes pins are also lower. New prices on the Victor line of wooden snow shovels for next season have been announced. An acute shortage of galvanized sheets is reported, owing to the loss of a steamer with a large consignment of English imported sheets and Welsh tin plate. Sustained activity is noted in corrugated sheets, and the shortage of flat sheets reflects additional strength in these products. Trough and piping remain very active and wrought iron pipe still retains a strong tone.

WROUGHT PIPE STILL RETAINS STRONG TONE

Montreal.

There have been no changes on wrought pipe, although it is noticeable that there is a feeling that the prices are very firm. U. S. manufacturers are well booked up for some weeks in advance, but in view of the competition that they are in a position to give, it is not likely that Canadian manufacturers will risk U. S. competition by advancing prices at this time and be obliged to reduce them later.

NEW PRICE LISTS ON WOOD SCREWS

Montreal.

Entirely new price lists on wood screws, both bright and brass, have been issued by the manufacturers. The trade discounts are the same, but considerable changes are shown in the list prices. On the smaller sizes increases are very noticeable, running up as high as 25 per cent., while in many cases the larger sizes have been reduced. These price revisions have been anticipated by the trade, so it was not altogether a surprise when the new lists were received.

ANOTHER ADVANCE IN COTTON TWINE PRICES

Montreal.

Cotton wrapping twine has been advanced five per cent. and the new prices are quoted as follows:

3 ply in balls	51c per lb.
4 ply in balls	55c per lb.
3 ply in cones	49c per lb.

NEW QUOTATION ON SPRING CLOTHES PINS

Montreal.

A new lower price is announced on spring clothes pins of $1.40 per gross in two gross packages.

PRICES ON "VICTOR" WOOD SNOW SHOVELS

Montreal.

Prices have been announced on the "Victor" line of wooden snow shovels for next season. The following list quotations are subject to a discount of 25 per cent:

OILED—Plain—

No. 5, list $2.40; No. 6, $2.60; No. 7, $3.00; No. 8, $3.60; No. 9, $4.40; No. 10, 5.00, per doz.

Top Ferruled—

No. 8, $4.40; No. 9, $5.00; No. 10, $6.00; No. 11, $6.80; No. 12, 8.00; No. 13, $8.80; No. 14, $10.00; No. 15, $12.00, per doz.

Top and Bit Ferruled—

No. 9, $6.80; No. 10, $8.00; No. 11, $8.80; No. 12, $10.00; No. 13, $10.80; No. 14, $12.00; No. 15, $13.60, per doz.

PAINTED RED—Plain—

No. 5, $3.00; No. 6, $3.40, No. 7, $4.00; No. 8, $4.80 per doz.

Less 25 per cent.

SCRAP MARKET REMAINS IN QUIET CONDITION

Montreal.

There are no changes in the quotations of the scrap metal markets, and the lines are very dull. There is very little demand for scrap rubber and non-ferrous metals. Average buying prices are as follows:

WASTE MATERIALS—		
Automobile tires		0 50
Rubber shoes		0 02½
Yellow brass	0 05 to	0 06
Red brass		0 08¾
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04½
Lead, tea		3 00
Light copper	0 08½ to	0 09
Heavy copper		0 11
Wrought iron R. rd., No. 1, per gr. ton		10 00
Malleable scrap (ton)	9 00	10 00
Pipe scrap (ton)		7 00
Heavy melting steel	9 50 to	10 00
No. 2 busheling		3 00
Boiler plate	8 00	9 00
No. 1 machinery cast	20 00 to	21 00

HIGHER QUOTATIONS ON LEAD PIPE AND WASTE

Montreal.

The firm tone in the lead markets is reflected in some advances this week. The demand is steady, being maintained by the construction work that is under way during the summer months. Other lines are unchanged. Quotations are as follows:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 2½ lbs. sq. ft., lb.	0 10
Do., 4 to 8 lbs. sq. ft. lb.	0 09

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

COTTON WASTE PRICES ON STRONGER BASIS

Montreal.

Prices on cotton waste are somewhat firmer, and due not so much to the local demand but to the fact that American prices have recently advanced. It would not be surprising, therefore, if Canadian prices were to be advanced in the very near future. Unchanged quotations are as follows:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

STEEL PRICES HAVE ADVANCED TEN CENTS

Montreal.

An advance on iron steel of ten cents per 100 lbs. has been announced on July 11. The indications for an advance have been evident, but manufacturers state that they have been reluctant to make any change that might discourage buyers from placing orders. Due in some respects to the coal and rail strikes in the U. S. the markets have been firming up until action was taken in the form of an increase. The demand has improved, and new quotations are as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 05
Refined iron	4 55
Irish finish machinery steel	3 10
Mild steel	3 05
Single reeled machinery steel	5 15
Band steel	3 40
Spring steel	4 65
Sleighshoe steel	3 05
Tire steel	3 25
Harrow tooth steel, per lb.	3 20
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 95
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owig to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

TROUGH AND PIPE REMAIN VERY ACTIVE

Montreal.

The demand for eavestrough, conductor pipes, elbows and sundry lines continues to be sustained, and the records show a higher buying movement. In fact any lines in which galvanized iron is used are very active, and will undoubtedly continue to be so. The prices are unchanged as follows:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in,, $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $2120; 15 in., $28.80; 18 in., $36.80.

Discount 70|10 per cent.

Conductor Pipe, Round, Plain and Corrugated, per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in. $29.60; 5 in., $4000; 6 in, $49.00.

Discount 70|10 per cent.

Plain or corrugated, price per doz.

2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in, $29.00.

Discount 60 per cent.

ACUTE SHORTAGE OF GALVANIZED SHEETS

Montreal.

The loss of the S. S. Orthea in the St. Lawrence river with a large consignment of galvanized iron, tin plates, etc., will be a severe blow to the trade as buyers were looking forward to replenishing their stocks from the cargo of this steamer. Now there is a regular famine for standard sizes, as distributors and manufacturers are actually out of some of them. It will be impossible to procure any further stocks until the next boat arrives, which will be the latter part of this month.

The situation on Canada plate is easier, as stocks are more ample and there is not the demand just now that there will be later on in the season. Prices have, however, remained unchanged, as follows:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	5 90	6 40
22 gauge	5 55	6 05
18—20	4 85	5 35
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 10	6 60
26 U. S. gauge	5 80	6 30
24 gauge	5 65	6 15
22 gauge	5 65	6 15
18—20 gauge	5 50	6 00
16 gauge	5 35	5 85

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s.	9 25
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	14 50
CANADA PLATE—	
Half bright 52s	5 25
Half bright 60s	5 35
Blued, 52s	5 50
Blued 60s	5 60
Welsh, Polished, 52s	7 25
Welsh, polished, 60s.	7 50
Galvanizel, 52s	7 50
Galvanized, 52s	**7 50**

LOWER PRICES ON JOS. ROGERS CUTLERY

Montreal.

New price lists have been forwarded to the trade that show lower prices on table knives, butcher knives and carvers. The average reduction is in the neighborhood of eight per cent.

SUSTAINED ACTIVITY IN CORRUGATED SHEETS

Montreal.

The trade in corrugated sheets is naturally effected very seriously by the loss of the S. S. Orthea with her cargo of galvanized sheets, tin plate, etc. As a result of the actute shortage in standard sizes, manufacturers are showing extreme caution in booking new business in view of the amount of orders already on

hand. This situation is causing prices to hold up very firm, and it would not be surprising if advances were made, although at present the prices are unchanged as follows:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

SHAVING SOAP REDUCED

Montreal.

Colgate shaving soaps have been reduced in price by ten per cent.

LITTLE CHANGE IN PIPE FITTINGS TRADE

Montreal.

The trade in pipe fittings can be reported as only fair. Small orders are being placed to take care of immediate requirements only, and there have been no changes in prices. Quotations are as follows:

PIPE FITTINGS—	
Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do, long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—
Price list effective June 1st, 1922. Discount 70-5 per cent.

FAIR DEMAND NOTED FOR RANGE BOILERS

Montreal.

The prices on range boilers remain unchanged since last reported, quotations being 50% off standard list. The amount of building that is going on in particularly the larger centres is causing a very fair demand for this time of the year. The following are the list prices and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights. 50 per cent.
Extra heavy. 40 per cent.

FIRMER TONES RECORDED IN INGOT METALS

Montreal.

The metal markets have held very well considering the disturbed condition in the United States, and also the possibilities of financial trouble in Germany. While there are no particular advances to report there is certainly no weakness in any of the lines, and if present unsettled conditions can be adjusted there is every possibility of higher prices this fall.

TIN.—This is slightly higher in London, although for reasons well known, no sustained advance is looked for just now. Consumption in the United States is naturally affected by labor troubles. Buying is comparatively light and the local market is quiet at 35 cents.

COPPER.—The tone in the United States is quite firm and producers are not pressing sales. In fact there is somewhat of a scarcity of available metal for the next month or two. Export business is very well maintained, although naturally this is susceptible to events in Europe. The local market is slightly higher at 17¼c for castings and 17¾c for electro.

SPELTER.—The American market is quite firm and it is difficult to buy at $5.50 East St. Louis basis to-day. This is the highest figure touched since 1920, and there is every indication of a further advance. London market is quiet and it remains to be seen what effect the financial difficulties will have on holders of German and Belgium spelter.

LEAD.—This is the most uncertain metal to-day, as it is undoubtedly higher than other lines in proportion, and while it is fairly firm at the moment lower prices in the next few months would not be surprising. The consumption, however, has remained pretty steady, which may act as a check to any decline in prices. The local market is quiet with the price unchanged at 7 cents.

ANTIMONY.—This has had quite a reaction in New York during the past month, and prices are now at a more attractive level, and a recovery in the near future would not be surprising. The local market is unchanged at 6½c for China and 7½ for English.

ALUMINUM.—The market remains quiet. There is little demand and the price is unchanged at 24 cents.

Toronto Markets

TORONTO, July 13.—A variety of both increases and declines again features the week's hardware market reports. Recessions have been announced on such products as socket firmer chisels of both American and Canadian make, galvanized fence hooks, cow bells and Parowax. Slight downward revisions on household specialty lines in aluminum ware of U.S. manufacture are also reported. The issuing of a new list on wood screws constitutes a premier development as this supersedes the previous list which has governed the market for almost ninetee nyears. Discounts are unchanged, but higher prices now prevail. Further increases appear on wrapping twine prices, while the Daisy line of hand churns records a similar advance. Much unsettlement is evident regarding the future trend of quotations on stoves, ranges and furnaces, the recent increases in raw material costs not only having rendered very remote any lowering of prices on these products for next season's trade, but having considerably firmed up prevailing levels with future advances considered quite possible in many quarters.

LOWER PRICE ON GALVANIZED FENCE HOOKS

Toronto.

Galvanized fence hooks have been revised downward in price, the lower quotation being $5.50 per keg.

LOWER PRICES ON SOCKET FIRMER CHISELS

Toronto.

A reduction is announced this week on socket firmer chisels, in both American and Canadian makes. The approximate decline on these lines is between 10 and 15 per cent.

ALUMINUM WARE GOODS HAVE EASIER QUOTATIONS

Toronto.

Wholesalers announce that slight downward revisions in prices are now effective on household specialty lines in aluminum ware of American manufacture. The reduction varies between five and ten per cent. on the different lines.

ADVANCE RECORDED ON DAISY HAND CHURNS

Toronto.

A slight advance has been made in quotations on the Daisy line of hand churns. Revised prices on these products follow:

DAISY CHURNS	
No. 1, each	$10.25
No. 2, each	10.90
No. 3, each	12.00
No. 4, each	14.25

f.o.b. Warehouse.

COW BELL QUOTATIONS AT LOWER LEVELS

Toronto.

Lower prices are now in effect on Holstein cow bells, these products now being quoted at the following prices:

COW BELLS	
No. 0, doz.	$9.00
No. 1, doz.	7.25
No. 2, doz.	6.00
No. 3, doz.	4.65
No. 4, doz.	4.00
No. 5, doz.	3.75
No. 6, doz.	3.10
No. 7, doz.	2.75

PRICE ON PAROWAX DOWN ONE CENT PER LB.

Toronto.

Parowax is down one cent per lb., the new price level being 10¼ cents, compared with the previous level of 11¼ cents. The preserving season is still in full swing and in conjunction with other seasonable utensils, Parowax is recorded in brisk demand.

HIGHER PRICE LEVELS ON GALVANIZED SHEETS

Toronto.

Certain jobbing houses record another advance in galvanized sheet prices, and are now quoting the higher levels of $6.65 per cwt. on 28 gauge, and $7.10 on 10¾ oz.

FURTHER INCREASE IN WRAPPING TWINE PRICES

Toronto.

Cotton wrapping twines have again been advanced, the average increase being two cents per lb. Revised prices follow:

WRAPPING TWINES

Cotton in 5-lb sacks	
Balls, 3-ply, per lb.	$0.53
Do., 2-oz., per lb.	0.55
Cones, 3-ply, per lb.	0.50
Do., 4-ply, per lb.	0.53

GOOD TRADE IN BRASS AND COPPER PRODUCTS

Toronto.

While conditions in the virgin metal markets have recently recorded a lull in both price and consumer interest, this development has not been reflected in the market for finished copper and brass products such as sheets, rods, and tubing, a firm trend being evident. The demand for these goods is stated by distributors and manufacturers to be keeping up well, and current trade conditions are described as satisfactory for this season. There has been no change in price announced, prevailing levels remaining at the higher levels quoted a few weeks ago. These quotations follow:

BRASS—	
Sheets, base, per lb.	0 22
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 19
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned 16 oz. and heavier, lb.	0 41
Tubing	0 29

BOILER TUBE BUSINESS IN MODERATE VOLUME

Toronto

While boiler tube prices continue to remain on a nominal basis as far as the local market is concerned, no change from the previous list has been announced, and distributors state that current business is fair for this season of the year. Trading, however, is in small lots, a condition which is described as usually evident at this time. Up to the present, tubes have not reflected the firmer attitude of the steel industry generally, a development which has been observed in practically all other steel lines. This factor is attributed to the quiet demand, combined with the size of stocks on hand. Following are the average nominal local price levels:

BOILER TUBES—

	Seamless	Lapweld.
1 inch	$18 00	$.....
1¼ inch	20 00	.....
1½ inch	19 00	.....
1¾ inch	20 00	.....
2 inch	19 00	16 00
2¼ inch	22 00	19 00
2½ inch	25 00	19 00
3 inch	29 00	24 00
3¼ inch	34 00	26 80
4 inch	43 00	34 25

RANGE STILL QUOTED IN BAR IRON PRICES

Toronto.

The current trend of local business in bar iron and steel is described as slow but good. Distributors generally state that trade is in satisfactory proportions and while no outstanding developments have been recorded, the fact that bar products are moving with a fair amount of activity is a good indication for July, the hot weather usually proving a quiet period in the steel industry generally. Prices on the local market continue to show a range, certain warehouses adhering to the higher levels announced last week, while other sources continue to quote at the $3.00 base.

Unsettled Market in Furnaces and Ranges

Increasing Cost of Raw Materials Overshadows Freight Rate Reduction—Prevailing Quotations Considerably Firmer—Advances for Next Season's Trade Stated as Quite Possible

IN discussing the probable trend of prices on stoves and furnaces with a prominent range and furnace manufacturer, Hardware and Metal was informed that the present upward tendency has the result of making any reductions for Fall trade more remote, and in the cost of basic materials at least stiffens the current quotations, even if advances are not made within a few months.

It was pointed out that the reduction in freight rates was very disappointing to manufacturers in point of extent, the net result of the 7½ per cent. decline being of a minor character on the finished product, and was entirely overshadowed by higher production costs on other items. These were mentioned as follows: coke, foundry iron, coal, and sheets and plates, all of which materials now cost considerably higher than was the case a few months ago, and this development will be reflected in production costs.

Some uncertainty therefore exists regarding future prices on these lines, it being apparent that such factors deserve close attention. The current movements in primary steel markets constitute an important element in stove, range and furnace manufacture, and while purchases of this nature are usually made for some time ahead, the fact that the coal strike has indirectly resulted in maintaining the strength of steel production circles, now forces manufacturing interests to a re-consideration of selling levels on the finished articles. Whether a price revision, will actually result therefore, could not be ascertained as it was stated that no decision in this respect had as yet been reached. The opinion was expressed, however, that as certain manufacturers of these products had recently been inducing their agents and dealers to place orders, an upward movement in quotations was at least being contemplated. What the probable extent would be, if any, was another fact not available, but prevailing levels on ranges and furnaces are undoubtedly much firmer under these circumstances.

Another manufacturer also pointed out that a ten or fifteen per cent. reduction in freight rates, not only on the raw materials, but also the finished articles, would have constituted a direct incentive towards easier costs, as any downward change in the charges on heavy goods of such a nature would have been reflected in proportionate extent. It was admitted that the reduction in stove and range prices made effective last year was not of a startling character, but the precedent thus established could not be automatically followed in view of the conditions outlined, and in certain quarters advanced quotations are more or less expected.

In discussing the freight reductions applicable to Canadian railroads, effective August 1, it was pointed out that coming at a time when the basic cost of steel is mounting rapidly, the slight decrease of seven and one-half per cent. in transportation charges is lost track of in the upward shuffle of steel prices. This distributor drew attention to the fact that the freight reduction amounted to around three cents per cwt., and it was thought that this minor element would hardly be noticed. While the tendency is in the right direction, it is so small at present, as to be entirely overshadowed by the advancing costs in other directions, notably exchange, pig iron and coke.

Following are the average prevailing quotations on bar products:

IRON AND STEEL—

Mild steel bars, base	3 00	3 15
Mild steel bands 3-16 in. base	3 50	3 65
Bar iron, base	3 00	3 15
Angle iron, base	3 10	3 25
Horseshoe iron		3 75
Tire steel	3 25	3 35
Spring steel	7 00 —	8 00
Sleigh shoe steel	3 00	3 15
Hoop steel		4 00
Norway iron		12 50
Toe caulk iron		4 00
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

GALVANIZED SHEETS HOLD STRONG POSITION

Toronto.

Quotations on sheets now more clearly reflect the strength accumulating from recent demands for products in this class. While new business is described as lessening in volume, there has thus far, however, been no apparent lessening of pressure on the mills for early deliveries. With costs of pig iron, coke, and other basic elements rapidly advancing, quotations on finished steel products in general remain on a firm basis, and the trend is upward. The coal strike is reported as not vitally affecting the production of steel, but the industry in southern primary quarters now has to consider the possible effects of the railroad shop employees strike should a curtailment of transportation facilities eventually be added to the present narrow margin of fuel supplies under which American producers are working. Importations of English galvanized sheets are reported in heavier volume, with prices firm at the following levels:

BLUE ANNEALED SHEETS—	
10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10
16 gauge	4 15

BLACK SHEETS—	
18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75
	Premier and	Apollo
10¾ oz.	6 40	7 10
U. S. 28 base	6 00	6 65
U. S. 26 base	5 70	6 35
22 and 24	5 55	6 20
18 and 20	5 40	6 05
16	5 25	5 90
12 and 14	5 10	5 75

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands, copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

STRONG TENDENCY NOTED IN LEAD PRODUCTS

Toronto.

Following the higher prices announced on certain lead products last week, the primary market tendency is described as very firm, and such lines as lead sheets and solders now reflect a similar upward trend. Some advances on these goods are looked for in certain quarters if the present strength is maintained. The current movement is stated to be brisk, with a satisfactory volume of activity for this season of the year. Following are current quotations which are supported by the improvement in primary metals:

LEAD AND ZINC GOODS—		
Lead pipe, list per lb.		0 13
Lead Waste, pipe, list, per lb.		0 14
Do., over 8 in., list per lb.		0 15
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb.		0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

New List Increases Wood Screw Prices

Average Advance Ten Per Cent. But Smaller Sizes Show Greater Increase Than Larger Screws—Previous List in Effect for Nearly Nineteen Years—Discount Quotations Unchanged

As OUTLINED in the market reports contained in the July 1 issue of Hardware and Metal, advanced price levels are now announced on wood screws. This change is particularly worthy of note as a new list has been issued which shows considerable revision in the quotations governing bright, and both brass and bronze screws. The increases average around fifteen per cent. on the smaller sizes, and decreases in proportion until the larger screws only appear with a minor upward change. The discounts remain the same in effect during the past two months.

The old price list was made effective on August 1, 1903, while the current list has been dated July 6. The previous list therefore, governed the market for almost nineteen years. Distributors point out that the present list conforms with that in use on American markets, lists on this class of product usually being identical. In announcing the higher levels, manufacturers state that for some time past it has been generally considered that the spread between small and large-sized screws failed to allow sufficient margin for producers from the viewpoint of material used and time expended. Following is the revised list, while the discounts applying to same are contained in the current market quotations pages:

BRIGHT WOOD SCREWS

¼" per		⅜" per		½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 0	$ .90	No. 0	$ .90	No. 1	$ .90
No. 1	.90	No. 1	.90	No. 2	.90
No. 2	.90	No. 2	.90	No. 3	.90
No. 3	.90	No. 3	.90	No. 4	.90
No. 4	.90	No. 4	.90	No. 5	.90
		No. 5	.90	No. 6	.90
		No. 6	.90	No. 7	.95
		No. 7	.90	No. 8	1.00
		No. 8	.90	No. 9	1.05
				No. 10	1.10

⅝" per		¾" per		⅞" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 2	$ .90	No. 2	$ .90	No. 3	$ .95
No. 3	.90	No. 3	.90	No. 4	.95
No. 4	.90	No. 4	.95	No. 5	1.00
No. 5	.95	No. 5	.95	No. 6	1.05
No. 6	.95	No. 6	1.00	No. 7	1.10
No. 7	1.00	No. 7	1.05	No. 8	1.15
No. 8	1.05	No. 8	1.10	No. 9	1.20
No. 9	1.10	No. 9	1.15	No. 10	1.25
No. 10	1.15	No. 10	1.20	No. 11	1.30
No. 11	1.20	No. 11	1.25	No. 12	1.35
No. 12	1.25	No. 12	1.30	No. 14	1.50
		No. 14	1.40		

1" per		1¼" per		1½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 3	$ .95	No. 4	$1.10	No. 4	$1.20
No. 4	1.00	No. 5	1.15	No. 5	1.25
No. 5	1.05	No. 6	1.20	No. 6	1.30
No. 6	1.10	No. 7	1.25	No. 7	1.35
No. 7	1.15	No. 8	1.30	No. 8	1.40
No. 8	1.20	No. 9	1.35	No. 9	1.45
No. 9	1.25	No. 10	1.40	No. 10	1.50
No. 10	1.30	No. 11	1.50	No. 11	1.60
No. 11	1.35	No. 12	1.60	No. 12	1.80
No. 12	1.40	No. 14	1.80	No. 14	2.05
No. 14	1.60	No. 16	2.05	No. 16	2.35
No. 16	1.85	No. 18	2.40	No. 18	2.75
				No. 20	3.25

1¾" per		2" per		2¼" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 6	$1.40	No. 6	$1.55	No. 6	$1.75
No. 7	1.45	No. 7	1.60	No. 7	1.80
No. 8	1.50	No. 8	1.65	No. 8	1.85
No. 9	1.60	No. 9	1.75	No. 9	1.95
No. 10	1.70	No. 10	1.85	No. 10	2.05
No. 11	1.80	No. 11	2.00	No. 11	2.20
No. 12	2.00	No. 12	2.20	No. 12	2.40
No. 14	2.25	No. 14	2.50	No. 14	2.75
No. 16	2.60	No. 16	2.90	No. 16	3.20
No. 18	3.05	No. 18	3.40	No. 18	3.75
No. 20	3.60	No. 20	4.00	No. 20	4.40

2½" per		2¾" per		3" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 6	$1.95	No. 8	$2.15	No. 8	$2.45
No. 7	2.00	No. 9	2.25	No. 9	2.55
No. 8	2.05	No. 10	2.45	No. 10	2.65
No. 9	2.15	No. 11	2.60	No. 11	2.80
No. 10	2.25	No. 12	2.80	No. 12	3.00
No. 11	2.40	No. 14	3.25	No. 14	3.50
No. 12	2.60	No. 16	3.80	No. 16	4.10
No. 14	3.00	No. 18	4.45	No. 18	4.80
No. 16	3.50	No. 20	5.20	No. 20	5.60
No. 18	4.10			No. 24	7.40
No. 20	4.80				

3½" per		4" per		4½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 10	$3.00	No. 12	$3.80	No. 14	$5.10
No. 11	3.20	No. 14	4.50	No. 16	5.90
No. 12	3.40	No. 16	5.20	No. 18	6.90
No. 14	4.00	No. 18	6.10	No. 20	8.00
No. 16	4.60	No. 20	7.10	No. 24	10.70
				5" per	
				Gauge	Gro.
No. 18	5.40	No. 24	9.50	No. 14	5.75
No. 20	6.30			No. 16	6.70
No. 24	8.40			No. 18	7.80
				No. 20	9.00
				No. 24	11.90

BRASS WOOD SCREWS

¼" per		⅜" per		½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 0	$ .95	No. 0	$ .95	No. 1	$1.05
No. 1	.95	No. 1	1.00	No. 2	1.10
No. 2	1.00	No. 2	1.05	No. 3	1.15
No. 3	1.00	No. 3	1.10	No. 4	1.20
No. 4	1.05	No. 4	1.15	No. 5	1.30
		No. 5	1.20	No. 6	1.40
		No. 6	1.30	No. 7	1.55
				No. 8	1.75

⅝" per		¾" per		⅞" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 2	$1.20	No. 2	$1.30	No. 4	$1.50
No. 3	1.25	No. 3	1.35	No. 5	1.65
No. 4	1.30	No. 4	1.40	No. 6	1.85
No. 5	1.40	No. 5	1.50	No. 7	2.10
No. 6	1.55	No. 6	1.70	No. 8	2.35
No. 7	1.75	No. 7	1.90	No. 9	2.60
No. 8	1.95	No. 8	2.15	No. 10	2.90
No. 9	2.15	No. 9	2.40	No. 11	3.20
No. 10	2.40	No. 10	2.65	No. 12	3.55
		No. 11	2.95		
		No. 12	3.25		

1" per		1¼" per		1½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 4	$1.60	No. 6	$2.30	No. 6	$2.65
No. 5	1.80	No. 7	2.60	No. 7	3.00
No. 6	2.00	No. 8	2.95	No. 8	3.35
No. 7	2.25	No. 9	3.30	No. 9	3.75
No. 8	2.55	No. 10	3.65	No. 10	4.20
No. 9	2.85	No. 11	4.10	No. 11	4.70
No. 10	3.15	No. 12	4.60	No. 12	5.35
No. 11	3.50	No. 14	5.65	No. 14	6.55
No. 12	3.90				
No. 14	4.75				

1¾" per		2" per		2¼" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 8	$3.75	No. 8	$4.25	No. 10	$5.95
No. 9	4.25	No. 9	4.75	No. 11	6.70
No. 10	4.80	No. 10	5.35	No. 12	7.50
No. 11	5.40	No. 11	6.00	No. 14	9.30
No. 12	6.10	No. 12	6.80	No. 16	11.30
No. 14	7.45	No. 14	8.35	No. 18	13.60
		No. 16	10.20		
		No. 18	12.30		

2½" per		3" per		3½" per	
Gauge	Gro.	Gauge	Gro.	Gauge	Gro.
No. 10	$6.60	No. 12	$9.75	No. 12	$11.25
No. 11	7.40	No. 14	12.00	No. 14	14.00
No. 12	8.25	No. 16	14.70	No. 16	17.00
No. 14	10.25	No. 18	17.70	No. 18	20.50
No. 16	13.00				
No. 18	15.00				

TRADING IN SCRAP STILL LACKS ANIMATION

Toronto.

The demand has continued to be in fair proportion for scrap iron, and waste materials generally are moving well for the present season of the year. An improved demand is again recorded for copper-bearing scrap, but there are no marked developments to announce this week, the trading generally being of a moderate nature and lacking the animation of the earlier weeks. The scrap rubber market is practically dead, and remains in the state of depression that has been evident during recent weeks. Following are the usual average of local dealers' buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

SPELTER AND COPPER FEATURE INGOT METALS

Toronto.

A somewhat firmer tone is again developing in certain ingot metals, noticeably copper and spelter. Antimony has reacted, with prices slightly easier on both domestic and primary centres. Prices are inclined to move upward on spelter, owing to certain developments in southern production circles. Lead is somewhat uncertain, but remains fairly firm. Buying of tin is light in volume.

COPPER.—The copper market is reported to be again gaining strength and prices at primary centres are fractionally higher. There has been a recovery in the call for export while domestic requirements are also maintaining a fair volume. There is no great activity, however, consumers evidently having in mind the series of recent fluctuations. Local quotations continue at 17 cents.

TIN.—Trading in tin is described as very dull, but in spite of this the market is fairly firm. Locally there is very little doing, there only being a small demand and consumers apparently have their requirements well provided for. Prices continue to hover around 34 to 34½ cents.

LEAD.—This market is stated to be somewhat uncertain, but the current tone is fairly firm. Consumption is on a steady basis, but light trading is evidently the order of the day. Local quotation remain at the $7.00 level.

SPELTER.—Spelter is quite firm, although the primary markets are n very active at present. Some advance in wage costs at zinc production centres coupled with the coal shortage are cited as causes for the slightly higher prices now appearing in southern quarters. Local quotations have not reflected the upward move, and still continue at $7.25.

ANTIMONY.—There is not a great deal doing in antimony, and some price concessions have been noted. The reaction continues, with prices slightly easier on both primary and domestic markets. Quotations locally hover between 6 and 7 cents.

ALUMINUM.—The aluminum market remains dull, with little demand in evidence. Prices are generally unchanged, the local level still being around 20 to 21 cents.

RODGERS BUTCHER KNIVES REDUCED IN PRICE

London, Ont.

A reduction of approximately 8 per cent. has been made in quotations governing the Joseph Rodgers line of butcher knives. Following are revised prices on butcher, sticking, skinning, and farrier knives.

BUTCHER KNIVES—

No. 1707 x 5", $5.40 doz. 5½, $6.00 doz.; 6, $6.65 doz.; 6*, $7.15 doz.; 7, $7.95 doz.; 8, $9.20 doz.; 9, $11.40 doz.; 10, $13.20 doz.; 12, $21.00 doz.; 14, $31.95 doz.

STICKING KNIVES—

No. 1707 x 6", $7.30 doz.; 6½, $7.80 doz.; 7 $8.55 doz.; 8, $9.85 doz.

SKINNING KNIVES—

No. 1707 x 5, $5.65 doz.; 5½, $6.25; 6, $6.90; 6½, $7.45; 7, $8.40.

FARRIER KNIVES—

No. 3102, $6.90 doz.; No. 3103, $6.90 doz.

NATURAL REACTION IN TURPENTINE MARKETS

London, Ont.

As realized in many quarters last week, the recent boost in turpentine prices was of a transient nature, and a reaction is now evident. Quotations at southern primary markets receded sharply from the season's record levels, owing to the meagre commitments on the part of the consumers, combined with the fact that the higher levels brought out offerings on a larger scale. Local prices are reduced ten cents per gallon, with some indications of further recessions in the near future.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 90
2 to 4 bbl. lots	1 89
5 gal. lots	2 05

ADVANCE IN COTTON WRAPPING TWINE PRICE

London, Ont.

Cotton wrapping twines have again been advanced in price, the new level being two to three cents per lb. higher. Following are revised quotations.

COTTON WRAPPING TWINE—

3 ply in balls, 54c. lb. 4 ply in balls, 57c. lb. 3 ply in cones, 50c. lb. 4 ply, in cones, 53c, lb.

London Markets

LONDON, July 13.—The volume of business done during the past week has been very satisfactory and compares favorably with this season last year. Hay fork rope and harvest tools are two of the biggest selling lines at present.

Price changes are not so numerous this week. Clarkes' heaters or foot warmers, M.R.M. brand of horse shoe nails and turpentine are quoted lower, while cotton wrapping twine advanced two cents per pound. Collections are reported as good.

ORDERS BEING PLACED FOR FALL AMMUNITION

London, Ont.

Orders are now being placed for Fall delivery for shell and cartridges. Following are the season's quotations on ammunition:

AMMUNITION—

Rim and Centre Fire Cartigs, list less 55 per cent. Empty Shells, List less, 30-20 per cent.

LOADED SHELLS—

Crown, Sovereign and Regal, 50-2½ per cent. off list. Canuck and Imperial, 50-5 per cent. off list.

STOCKS OF SNATHS AND SCYTHES GETTING LOW

London, Ont.

Exceptionally good sales are recorded for scythes and snaths this season, and stocks have now reached the condition of being very low. Unchanged quotations on these products follow:

SCYTHE—

Cast Steel, $15.00 doz. Clipper, $16.00 doz. Cutlery Steel, $17.00 doz. Brush $16.00 doz.

SNATHS—

Patent, No. 1 $17.00 doz. Pat. No. 2 $16.50 doz. Pat, No. 3, $15.00 doz. Brush $18.50 doz.

BOOKING PRICES ON CLARKE'S FOOT HEATERS

London, Ont.

Booking prices for next season have been announced on Clarke's foot heaters. The list quotations follow:

CLARKE'S HEATERS—

No. 5B. list, $3.75; No. 7C, list, $5.25; No. 7D, list, $5.75.

Brisk or charcoal, $1.30 per dozen. All less 25 per cent.

SUMMER CALL FOR FLY OIL UNDER WAY

London, Ont.

Fly oil now records the usual summer call, the demand for this product gradually expanding during the past week or two. Following are the unchanged season's prices:

FLY OIL—

Dr. Williams	Per Doz.
1 gal. cans	12 00
½ gal. cans	8 00
Crenoid	
1 gal. cans	12 00
½ gal. cans	8 00

Winnipeg Markets

WINNIPEG, July 13.—Wholesalers and retailers report a steady improvement in business and although orders are placed in small quantities yet the total volume is ahead of this time last year. Seasonable goods of all kinds are in active demand. The tone of all markets is showing a firmer trend. All lines of paints have shown an advance in quotations. Pig lead has shown an advance of a half a cent a pound and lead pipe has advanced one cent. Linseed oil and turpentine are ruling steady under a good demand.

HIGHER PRICES ON ALL LINES OF PAINTS

Winnipeg.

All lines of house, floor, flat, color, coat and wagon paints and varnish stains have advanced ten cents per gallon on the local market. Barn paint and shingle stains have been advanced five cents per gallon.

PRICES ON CORRUGATED SHEETS CONTINUE FIRM

Winnipeg.

A firmness in corrugated sheets which has been outlined in recent reports continues to remain strongly in evidence. A good demand is experienced for these products, and the tone of the market is upward.

ADVANCE QUOTATIONS ON HEAVY SLEDGE HAMMERS

Winnipeg.

Heavy sledge hammers five pounds and over have advanced and are quoted from $12.50 to $15 per hundred pounds.

PARIS GREEN IS IN GOOD DEMAND

Winnipeg.

There is a good demand for paris green and stocks are reported low in some quarters. Although there has been no further price changes the tone of the market is upward.

PARIS GREEN—

½-lb. per lb.	44½
1 lb. per lb.	42½
25 lb. drums, per lb.	40½

PIG LEAD PRICES RECORD UPWARD MOVE

Winnipeg.

Pig lead has shown an advance of a half a cent per pound and is quoted at 8½c. This is due largely to the heavy demand and shortage of supplies.

COTTON WASTES FIRM WITH PRICES STEADY

Winnipeg.

The cotton market is advancing and practically all lines of cotton goods especially wastes are maintaining a firm undertone. Quotations are unchanged but dealers expect an advance shortly. Current prices are contained on the market quotation pages.

STEADY TONE TO LINSEED OIL MARKET

Winnipeg.

Linseed oil continues to show steady tone. There has been a good demand and with supplies at a low level the market maintains a firm attitude.

The prices of $1.25 for raw, and $1.28 per gallon for boiled, remain the average prevailing levels.

TURPENTINE QUOTATIONS ON STANDING BASIS

Winnipeg.

Spirits of turpentine show no outstanding feature in the local market. Southern markets are fairly active and a firm tone prevails. The current quotation is unchanged at $1.65 per gallon.

Hamilton Markets

HAMILTON, July 13.—The decision to lower transportation charges on certain basic materials is an announcement of direct interest to the hardware trade in general, this development affecting to a more or less vital extent, the production costs of numerous hardware commodities. In discussing this situation with a prominent manufacturer of steel products, Hardware and Metal was informed that:

"The reduction of seven and one-half per cent. in freight rates on pig iron, billets and wire rods, which goes into effect August 1, will have a good effect, but the reduction is small and consequently will have a similar effect on the manufactured articles. Most manufacturers expected a greater reduction.

"The coal strike has, no doubt, affected the steel maker both in United States and Canada, but production of steel has been on a very fair basis and whether the coal supply will permit it to continue, is something which time only can tell.

"Business conditions are good in steel products generally, particularly so in Ontario and Northwest. Local conditions are favorable and there is considerable building and most factories are enjoying good business."

Paint prices have now joined in the upward swing, and this development is the more interesting in view of the fact that other previous changes in quotations on paints, varnish, enamels and sundries, have been in the nature of declines. However, it is stated that prices of raw materials entering into the production of these paint products have recently been increasing. Pig lead, linseed oil, and certain chemicals used in the manufacture of dry colors, have been steadily advancing of late. In conjunction with the higher levels of five and ten cents per gallon, however, paint producers announce a decision to absorb half of the sales tax, thus charging the retailers only 2¼ per cent.

A number of hardware merchants in the surrounding district and other Ontario points have advised Hardware and Metal that current business is good and becoming more active each month. In some cases figures for last year show a bigger turnover than during any of the war years. One retail firm reports an increase of $20,000 in turnover last year compared with the previous year despite the decline in prices. In practically each case where such improvement is reported it is not due to any local boom, but to energetic sales methods of the merchants and a more optimistic mental condition among buyers. It has been said that the depression was largely psychological, but whatever part psychology played in the matter it is but an indication of what can be achieved by merchants who take a lead in directing business into such channels where it is not easily deflected or stampeded by radicals.

Pittsburgh Markets

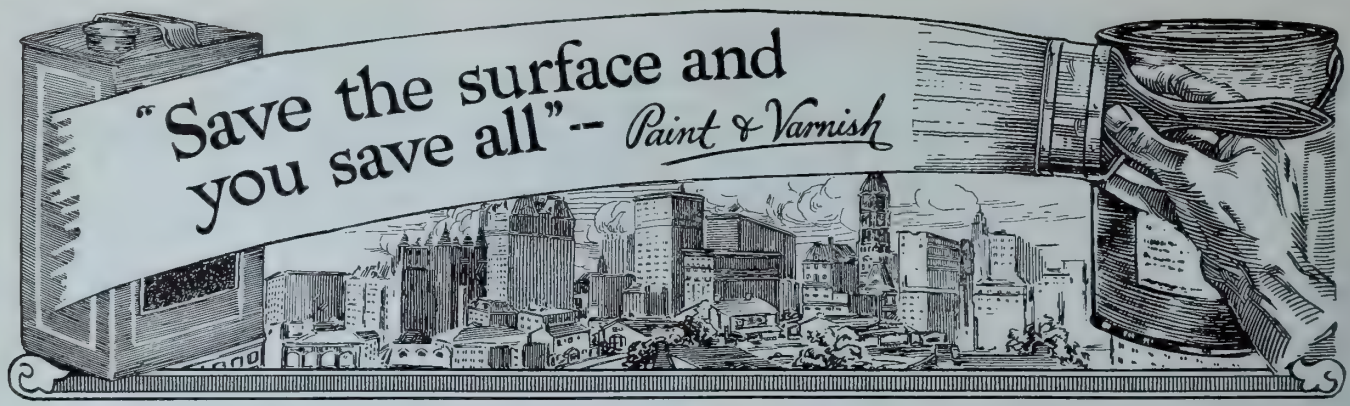
PITTSBURG, July 13.—Production of pig iron has been running at the rate of 30,000,000 tons a year since the first of this month, against rates of 25,000,000 tons on April 1, and 19,300,000 tons at the beginning of the year.

Thus, during the first three months of the coal strike, the rate of pig iron production increased 20 per cent. and the furnaces are going strong, as production has been increasing continuously up to date. It is significant that additional furnaces have been blown in during the past two or three weeks. As it costs money to blow in a stack, this is rarely done unless a run of several months is assured, hence the evidence is that those who have lately blown in furnaces feel assured of a coke supply for an indefinite period. This means also that the attendant steel works are expected to have a supply of coal.

In other words, three months of the coal strike has allowed blast furnace and steel mill operations to grow and there is no menace for the future. If a shortage of coal is looked for the search must be made elsewhere than the steel industry. Thus far, moreover, consumers of steel have exhibited no signs of being short of coal or of curtailing their consumption of steel, for if they were in such a position they would be calling upon the mills to curtail shipments of steel to them, and nothing of this sort is occurring, buyers exhibiting as much desire for good deliveries on their recent orders as formerly.

The steel market has relapsed into dullness as it invariably does at this

(Continued on page 62)



Paint and Hardware in Group Selling

Stoves and Other Hardware Products Are Generally Replacement Proposition But New Business Can Be Secured in Paint and Varnish—Listing the Various Local Buildings to Appreciate Possibilities—Suggestive Selling Helps Move Paint

EDITOR'S NOTE. The Sales Managers' conference of the Paint and Varnish Industry held in Buffalo, N. Y., was productive of a number of very interesting ideas which should be helpful to hardware merchants in conducting their business in these products.

POINTING out that there are few other general lines of merchandise which offer such a wonderful field of opportunity in such a peculiar way and such an advantageous way as the paint and varnish business, Ernest T. Trigg stated:

"Take the hardware business: Suppose a dealer handling stoves or hatchets or hammers or axes or any other thing—sells a new stove when the one Mrs. Jones or Mrs. Smith has is burned out and she can't use it any more. It is a replacement proposition. He sells an occasional new stove to the new family that comes to town or the new couple that have been married and set up house-keeping, but generally speaking it is replacement, and if the dealer sells a stove to some one he hasn't before, then he is taking that piece of business away from some other dealer that has previously sold her.

Paint is New Business

"So he just gets his increase by taking it from somebody else. The dealer does not have to do that in the paint business. All he has to do is to go out into his own community and get some of the business that nobody to-day is getting. Some of that three dollars' worth of business that is out there for every one he is getting now."

Showing how he had assisted Canadian dealers to get an idea of the possibilities for paint and varnish in their communities, Mr. Reiffenstein, Brandram-Henderson Co., stated:

"We take this viewpoint with the hardwareman, that the more hardware he can sell in the community the more paint he is likely to sell, and the more paint that he is likely to sell the more hardware he is likely to sell. Our point is this: We want to get those men to be better merchandisers in the community. I myself go to the city clerk or the assessment commissioner of the town and get some idea of the population, the number of homes and buildings, the tenant occupied houses and the owner occupied houses and then we start to figure on the possibilities. It is a revelation to both the dealers and the painters in that town to learn the extent of possible paint business. We also take in the buying power of the farmer, estimating that the farmer should buy during the course of the year at least from twenty to twenty-five dollars' worth of merchandise.

"We had a meeting in Belleville, Ontario, in which our vice-president took the opportunity of pointing out the possibilities. He said, 'If you have a man come in to buy hinges for a door, suggest to him to buy a lock or something of that sort.'

"This particular clerk left Belleville at two o'clock in the morning from his home. I dropped down there before nine o'clock the next morning. He was waiting on a farmer. He said to me, 'Do you see that farmer just going out? Do you know what the big fellow said last night about suggestive selling? I thought I would try it out. This farmer came in for two sets of strap hinges and I said, 'You are putting up a door?' He replied that he was. 'Well, how about a clasp for your door?' He said he would need one.

" 'What about a lock for this door?'

" 'I need a lock too.'

"That man only had enough money to pay for the hinges, but he has gone down to the bank to draw out money to pay for the hasp and lock."

"That shows that this personal contact and teaching the dealer to be a better merchandiser through our own personal contact with him does have an influence on him. We had a meeting in Hamilton. A few days later we got a letter from a dealer for quite a large mail order and he put down in the corner, 'You can give the credit of this order to your meeting in Hamilton on Wednesday night.' The salesman covering that particular territory came in on the following Saturday and he pulled out several acknowledgments and said, 'There is the result of the meeting that we had in Hamilton.' "

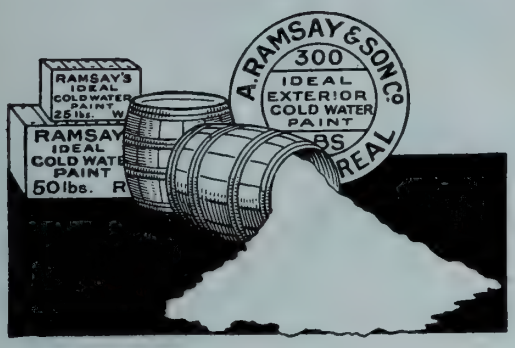
Basis for Save the Surface

Outlining the various fundamentals on which the whole ave the Surface campaign has been founded, Arthur M. East stated:—

"The backbone of the campaign has been educational advertising upon the necessity of protecting the surface of things by use of paint and varnish if they are to be preserved. This general subject has been dealt with from many points of view, such as, what neglect costs; the effects of weather; the loan value of well-kept property; the necessity of protecting not only property but lives from destruction by keeping structures like bridges well painted; the economy of keeping houses in good order and saving the expensive replacement costs; the sanitation and daylight saving resulting from interior painting and the advisability of purchasing manufactured articles, such as furniture and machinery which are properly painted and varnished by the manufacturers.

"We have a photograph of a bird's eye view of a small residential community with 1,100 homes. When you go into

RAMSAY'S PAINTS
"THE RIGHT PAINT TO PAINT RIGHT"



Build Up Your Business

By Stocking These Splendid Cold Water Finishes

"IDEAL"—A cold water paint suitable for interior or exterior work. It is a Fire Retardant and will not deteriorate from standing—Made in white and six beautiful shades from which any number of tints can be produced.

"PERFECTO"—A beautiful finish for interior walls and ceilings, will not rub, peel or scale off. Manufactured in eleven subdued shades and white—Packed in neat air-tight cartons bearing an attractive label.

For Beautiful Healthful Homes

If interested tear out this page and place with letters to be answered

that village, you find out of every five houses one needs paint and it is very definite on the outside. One out of every five is well kept. The possible market is there. You can go down any street in any community and you will find that holds true. In that four out of five, the average house is a seven room house; it is the average type of home in the community. What is the possible paint market and varnish market in that home? Twelve gallons of paint for the outside of the house—two coats; eighteen gallons of flat wall finish for the walls and all rooms except kitchen and bath—two coats; three gallons of varnish for hardwood doors; one gallon for floor finish; two gallons to paint the rest of the floors; three gallons to paint the door frames and base-boards throughout the house; four gallons enamel for bathroom and kitchen; $3.00 worth of putty; $2.00 worth of sandpaper. There is a dollar and cents value to that by the dealer which can be figured out by each salesman according to his own prices. The average house means so much money for the hardware dealer and should be considered as such."

Many False Reports About Linseed Oil

Current Reports That U.S. Emergency Tariff is Sending Flaxseed From Canada to England and Oil Subsequently Entering U.S. at Prices Lower Than Domestic Product Characterized as "Fiction"

RECENT reports to the effect that owing to the U. S. emergency tariff, flax seed which was previously imported from Canada is now being diverted to England and Russia, crushed there, and the oil shipped to the United States at prices below that of the domestic product, are characterized as "pure fiction" by the head of one of the largest crushers in the Dominion.

"Canadian flax seed," it was stated, "which previously went into the U. S. market, is still being shipped. While the quantity averaging around one and a half million bushels per season appears large to the average Canadian, yet this amount is only a very small part of the total volme of flax seed required per year in the United States markets, which reaches around thirty million bushels annually.

"Although certain flax seed from this country is no doubt going to England, this condition represents nothing unusual, such shipments are required for seed purposes."

In reference to Russia, it was stated that there is practically no oil coming from that country, and there has not been for several years. Previous to the war, a very high grade of seed came from the Balkan states, but this was only distributed abroad for special purposes. On the other hand, it was suggested that the fact of English oil being recently shipped into the U. S. in larger quantities than was previously the case, may have been the primary reason for the rumors and reports refered to.

"It is not a question of price competition, but a matter of seed supply," further observed this official. "Consumers in the United States have turned to English crushers on a larger scale than was previously the case, merely because the quantities of oil available in the U. S. markets was not sufficient to satisfy the current demand. The seed for this supply came from the Argentine principally, while England also imported large quantities of flax seed from Argentine and the balance of her requirements from India."

Referring to the Canadian linseed oil situation, it was stated that prices show a firm undertone, which is attributed to consuming interest in fair volume combined with the support of the flax seed markets. Seed prices are considerably firmer, and the quotations ruling on oil at the present time were considered moderate in proportion. That a shortage of seed, and consequently restricted output of linseed oil, may be apparent before the new crop becomes available in September, was thought a possibility. While minor fluctuations may be apparent in both seed and oil prices, it was not expected that costs would recede to any appreciable extent, and during the ensuing weeks, prevailing levels on linseed should be fairly well maintained.

SIMMS 50TH ANNIVERSARY AND ANNUAL CONVENTION

The 50th anniversary and annual convention of the I. S. Simms & Co., Ltd., brush maufacturers, will be held next week at the head office, St. John, N. B. All branch managers and distributing agents will attend the sessions opening on Monday, July 17.

MANY NEW OIL AND GASOLINE SUPPLY STATIONS

London, Ont.—Hardware merchants are watching with a little more than particular interest the developments here in connection with the effort to secure the gasoline and oil supply business, not only of London, but in Western Ontario. The Imperial Oil Company is busy with a large extension to its buildings in East London and has secured the V, one of the best locations in the city for a large new gasoline station.

Work is in progress on a splendid new gasoline station on Dundas St. for the Pure Gasoline Co., and out in East London, alongside the C. P. R. tracks big receiving tanks are being constructed. The company has also secured locations in St. Thomas, Ingersoll, Brantford, Guelph, Stratford, Kitchener, Owen Sound and is arranging for others. Modern gasoline stations are to be built.

This week the Shell Oil Company has secured a site for a large new receiving station adjoining the C. P. R. on the interswitching line and will proceed at once with new receiving equipment

CUSTOMS RULING REGARDING CRUDE OIL

Ottawa.—A sub-committee of the cabinet is at present engaged in deciding an important customs ruling made against the Union Oil Company of the United States at Vancouver recently. The company in question has for some time past been shipping "crude" oil to British Columbia for refining purposes. There is no duty on crude oil coming to Canada, but there is a duty of 1½ cents per gallon upon oil which is not crude. The customs officer at Vancouver recently charged the duty upon a carload of the company's product holding that there had been extracted from the said oil, before export, certain properties and that, in short, it had been "treated." Inasmuch as there were other companies sending to Canada oil which was actually crude and untreated, he contended that the free import of the company's productions constituted an unfair competition for other concerns.

The company appealed the ruling of the customs department but the ruling was upheld. An appeal was then taken to the Canadian privy council and a subcommittee, consisting of Hon. Messrs. McKenzie, Robt. King and Sinclair, is now considering the matter. The question is one of wide importance.

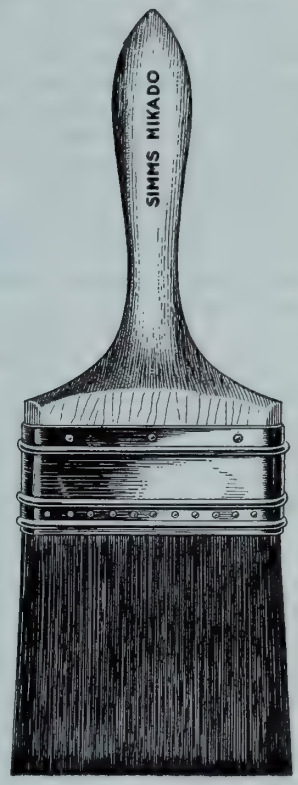
TOTAL OF STEEL BOUNTIES IS OVER SIX MILLION

Ottawa.—During the fiscal years from 1895-6 to 1911-12, inclusive, a total of $6,706,990 was paid by the Dominion government in bounties on steel, and $2,868,122 on manufactures of steel, according to a statement tabled in the House of Commons by Hon. J. A. Robb, Minister of Trade and Commerce, in answer to question by G. G. Coots (Progressive, Macleod). Those totals were divided as follows:

Years ended	Bounties on Steel	Bounties on Steel manufactures
June 30, 1896 ...	$ 59,499	nil
June 30, 1897 ...	17,366	nil
June 30, 1898	67,454	nil
June 30, 1899 ...	74,644	nil
June 30, 1900 ...	64,360	nil
June 30, 1901 ...	100,058	nil
June 30, 1902 ...	71,431	nil
June 30, 1903 ...	729,102	nil
June 30, 1904 ...	347,990	$ 15,381
June 30, 1905 ...	676,318	221,324
June 30, 1906 ...	941,000	369,832
March 31, 1907	...	...
..... (9 mos.)	575,259	338,999
March 31, 1908 ..	1,092,201	347,135
March 31, 1909 ..	838,100	333,091
March 31, 1910 ..	695,752	538,812
March 31, 1911 ..	350,456	526,858
March 31, 1912 ..	nil	166,750

TRADE SIMMS SET IN RUBBER MARK

For 57 Years We've Been Painting This Sign

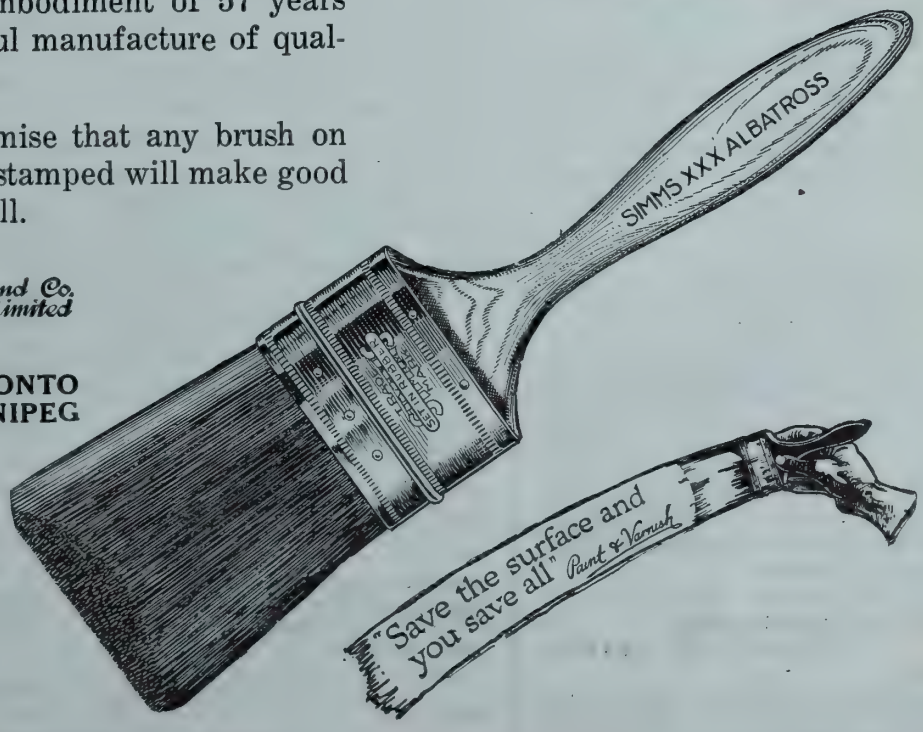


57 years ago we began to paint the name "Simms" in the public eye. It meant little to painters at that time because they had never tried the product on which it was stamped.

Year by year it has earned its recognition as the symbol of quality products until to-day it is known by painters throughout the length and breadth of Canada.

It is the embodiment of 57 years of successful manufacture of quality brushes.

It is a promise that any brush on which it is stamped will make good —or we will.



T. S. Simms and Co. Limited
St. John, N.B.

MONTREAL TORONTO
LONDON, Ont. WINNIPEG

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, July 13.—A rumor is noted on the local paint markets to still further increase the prices on paints, varnishes and white lead, and for the manufacturers to absorb the entire sales tax of 4½ per cent. Undoubtedly some unsettlement exists as to the effect of the recent decision to absorb half of the tax, and much speculation is evident regarding the possibility of this situation being further considered by paint producers in general and some revision of either sales tax ruling or paint quotations being announced. It is observed that the origin of this latter development was caused through certain increases, which, it is claimed, do not allow manufacturers to absorb any portion of the sales tax and still make a fair margin of profit. Whether this feeling is general, could not be ascertained. That wholesalers are still being charged the 2¼ per cent. by manufacturers, however, is understood to be the general practice at present, this decision placing the jobbers in the position of also absorbing half of the sales tax, in order that both wholesalers and manufacturers may be uniform in only charging the retailer 2¼ per cent. on invoices.

Other developments in the current paint market are of a minor character this week, both turpentine and linseed oil being unchanged in price, although some range is noted in the quotations between the various distributors. Window glass prices are also steady. Stocks of Paris green are reported at very low levels, and the demand for insecticides of all kinds is described as of phenomenal proportions this season.

WINDOW GLASS PRICE AT UNCHANGED LEVELS

Montreal.

Belgium manufacturers of window glass have announced an increase of five per cent. The Belgium franc, however, is down to a point where this advance will not likely effect the market here. This discount is unchanged at fifteen per cent. off the $6.00 list for ordinary business, and the demand, both in the city and outside, is about the same as last reported.

STOCKS OF PARIS GREEN AT VERY LOW LEVELS

Montreal.

Owing to the abnormal demand this year for insecticides, the amount of Paris green shipped out this year by the manufacturers has been phenominal. Most of the stocks have been depleted, but one or two of the manufacturers have been able to get out some additional tonnage, and are still receiving orders for immediate shipment.

LINSEED OIL PRICE ON STEADY BASIS

Montreal.

There is practically no change in the linseed oil situation, and prices remain unchanged from last week. The stocks continue to remain very low, with manufacturers operating full time to keep up with the demand, which has continued to be quite heavy. The indications are that the following prices will remain firm in the immediate future.

LINSEED OIL—

1 to 2 barrel lots, per gal.....	1 13	1 15
5 to 8 barrel lots, per gal......	1 11	1 13

Less barrels, add 10 cents per gallon.

EFFECT OF TAX ON PAINT PRICES

There is considerable speculation in paint circles as to the ultimate effect that the new sales tax will have on prices.

In last week's issue of HARDWARE AND METAL certain advances were reported in the prices of white lead, paint and varnishes. Manufacturers stated that this move was caused by the increased cost of raw materials, and in consequence left such a small margin of profit that it did not allow them to absorb any portion of the sales tax of 4½% to the retail trade.

Jobbers were in the position of being able to sell to merchants and only charge a sales tax of 2¼%, which created competition which was totally unsatisfactory from the manufacturers' point of view. It became incumbent, therefore, upon producers to also absorb 2¼% of the sales tax, and after the advances were put into effect last week, it was decided to charge the jobbers with the 2¼% sales tax, and the retailers were to be charged 2¼% sales tax, with the manufacturers absorbing the other 2¼%.

Probably by this time next week the paint manufacturers will have had this matter thrashed out thoroughly and arrive at a definite decision as to exactly what action they will take in regard to the charging or absorption of the entire or a portion thereof of the sales tax.

SORTING ORDERS NOTED IN PUTTY MARKETS

Montreal.

There apparently is no likelihood of any reductions in the prices of putty. owing to firm tone of the market and the recent advances in other lines. There are a few bookings reported, but at present most of the business coming in is for sorting up purposes.

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00

RANGE IN TURPENTINE PRICES: SALES QUIETER

Montreal.

While turpentine orders were accepted last week at a price as low as $1.55 the prices this week have stiffened somewhat, although there is still a variation in quotations among the distributors. The offerings from the south are more free and the demand continues to be very fair. The high prices of turpentine, however, have had the effect of stimulating the sales of "substitutes," and which naturally affect the volume of sales of turpentine to some extent. Prices are as follows:

TURPENTINE—	Imp. Gal.	
1 barrel lots	1 63	1 85
2 to 4 barrel lots, per gal. ...	1 59	1 80
Broken lots	1 70	1 85

Toronto

TORONTO, July 13.—Uncertainty regarding the future trend of paint prices constitutes the premier development in the current markets for colors, varnishes and paint products generally. This has been caused by the new sales tax developments and the announcement that paint manufacturers had decided to absorb half the amount chargeable on invoices to retailers and only pass on 2¼ per cent., instead of full 4½ per cent. Certain increases in costs of raw materials entering into the production of paint products are cited as the principal reasons for the higher quotations, and in some cases it is now stated that producers are hovering between a decision to either absorb the entire amount of the sales tax, or else pass along the total amount. This latter development is attributed to the announcement on the part of some manufacturers that the

(Continued on page 62)

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand we are creating for you.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

Comes ready for use in 1- and 5-gallon cans, ½ barrels (about 20 gals.), barrels (about 40 gals.), and steel drums (43 gals.)

WINNIPEG VANCOUVER ST. JOHN, N.B.

The Barrett Company LIMITED

MONTREAL TORONTO HALIFAX, N.S.

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TORONTO PAINT MARKETS

(Continued from page 60)

new higher quotations were not of sufficient extent to take care of the increase in raw materials and at the same time to absorb half of the tax. Whether some further decision will be announced in this respect in the near future is difficult to determine, local paint manufacturers stating that nothing of this nature has been generally considered, although one producer admitted that the situation might develop to where some arrangement may be decided upon. It is stated that the increased price levels on paints, varnishes, shingle stains, etc., have been generally adopted, although former quotations are still on the market in some instances.

Turpentine Again Recedes

Another drop of ten cents per gallon in the local quotations on turpentine, indicates the natural re-action of this product from the high levels recently recorded. Trade is somewhat quieter in volume, however, and as a consequent the situation regarding supplies is not quite so urgent. Producers maintain firm selling ideas as to the future trend of prices, however, and a considerable range is noted in domestic price levels. Linseed oil prices remain unchanged this week, and while the movement is only of moderate proportions, the firmness of flax seed has generally served to maintain the oil markets.

Meeting Glass Prices

The current situation in the window glass market attracts more than usual attention, due to the variance in price levels between eastern and local distributing centres. That many wholesale houses have been meeting the five and ten per cent. discounts quoted by eastern distributors, is now generally admitted, while owing to the price advantage of this nature, the territory where the lower scale of prices are obtainable is enlarging rapidly. That trade conditions do not warrant any lowering in price levels at the present time, is the general opinion of many glass importers and distributors who point out that Belgian glass makers have recently announced an increase of approximately five per cent. The origin of the discounts which are openly announced in the Montreal market is ascribed to the importation of Checko-Slovakian glass at quotations lower than the average domestic level, and eastern distributors were more or less forced to meet this situation. It is further stated that firm efforts are being made towards a settlement of local conditions as the strict maintainance of the $6.00 box list would result in loss of business to many wholesale houses through price competition of the nature outlined, while shading quotations to meet outside levels is described as a decidedly unsatisfactory situation. Other glass houses continue to report the strict adherence to the list given on the current market quotation pages, with the usual discount of five per cent. on lots of 25 cases or over. According to other reliable sources, however, a distinct range is noted in the quotations obtainable on the current local market.

WIDE RANGE NOTED ON LINSEED OIL PRICES

Toronto.

While some variance is noticeable in the local prices on linseed oil, no changes have been announced in current levels. The range of quotations hovers between $1.10 and $1.20, with the latter figure being more general. Flax seed is described as on a fairly firm basis and while some fluctuations have been recorded in seed prices, the quantity of seed available coupled with the fact that new crops will not be on the market for some time contributes towards the strong undertone of prevailing seed markets. This situation is reflected in oil, and the opinion prevails in certain quarters that linseed prices will hardly fall very far from their present levels, and only quietness in trading would cause declines, of any, owing to the relative position of seed. Following are the average quotations recorded on the local market:

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrel lots ...	1 15—1 20	1 18—1 23
3 to 4 barrel lots	1 14—1 19	1 17—1 22
6 to 9 barrel lots ...	1 12—1 17	1 15—1 20

TURPENTINE PRICE DROPS ANOTHER TEN CENTS

Toronto.

A recession of ten cents per gallon has been announced by local distributors in the price on turpentine. A fairly wide range, however, is still noticeable among the different distributors, quotations varying from as low as $1.65 per gallon to the average level of $1.80. Fluctuations have been recorded in prices at southern producing centres, which have resulted in a variety of opinions regarding the trend of quotations generally. Local stocks are described as still somewhat scarce, however, and while conditions are slightly easier owing to depleted volume of trading in turpentine—a natural result of the recent price developments—yet a firm undertone is noted in both domestic and primary markets. Reports from Savannah indicate that producers look for the maintenance of price levels somewhere near the current quotations and at least do not look for any marked recessions for some time. Principal reasons advanced for these opinions are the strength of the turpentine situation in view of the world's needs and the under production for 1922. Local quotations follow:

1 barrel lots	1 70	1 80
2 to 4 barrel lots	1 69	1 79
5 gallon lots	1 85	1 95

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

REPORT SOME SHADING OF BOX GLASS LIST

Toronto

While no price changes on window glass have been announced locally, the prevail ng discoun s off the box list which are being generally quoted in eastern centres, has been responsible for the development of an easier tone on the local market. Distributors continue to quote the net $6.00 list, with the usual five per cent. discount for quantities of 25 cases and over. Some shading, however, is apparently in evidence, one distributor admitting to Hardware and Metal that they had lost one or two orders through strictly adhering to the list quotations. Current trading in window glass is described as satisfactory for this season of the year, and with the marked increase in general building activities recorded this year, the outlook for Fall glass trade is considered bright.

PITTSBURG MARKETS

(Continued from page 55)

time of the year. There is some trading, particularly in tubular goods, sheets and wire products, but in general the market is dull. Mills assert that the dullness is attributable to their own position, in that they are unwilling to sell freely, and state that buyers would place contracts or shipping orders for later delivery if given the opportunity. There is some question about this however. Very likely many buyers would place blanket contracts if they could do so along the lines followed by the market before the war, when contracts were hardly more than options and when a buyer did not wish to accept deliveries he could avoid responsibility by refraining from placing specifications. As to actual orders, the probability is that consumers do not care to buy much more than they already definitely ordered.

Prices More Regular

The average manufacturing consumer has covered for steel against the orders he has actually in hand or in immediate prospects for his manufactured goods but he in turn must await the advent of autumn to see how business is going to turn out late in the year.

The steel mill position is a sound one, for the time being, in that all the mills are comfortably filled with actual business for approximately two months. In some lines, the obligations extend farther. In merchant bars, the mills appear well sold up through September. In sheets the leading interest is nearly filled for three months, while independents probably have an average of two-thirds of their prospective output sold to October 1. They could have sold more had they not quoted prices above the regular figures, adhered to by the leading interest. There has been a tendency among independents to recede from their position and quite a number are now quoting all grades of sheets except automobile sheets at the regular prices, 2.40c for

PILKINGTON
BROTHERS ~ LIMITED

Economy

Shopping around for many different kinds of glass is not conducive to economy. We are prepared to figure on the quantity basis covering every kind of glass your contract requires. We can save your clients money.

British standards of quality—Prompt deliveries.

The Vancouver Block, Vancouver, B.C.
Glass supplied and glazed by Pilkington

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office: St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	12 15
22 L. Mush.	.....	.....	11 50
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt. ..	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.
Remington Union Metalic, list less 2½ per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . ..	1 50	Group 5....	2 00
Group 6 . ..	2 50	Group 7....	3 50

Axes bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............ 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent. 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $1.00.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 22
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 19
Tubing, seamless.	
real	0 30
Do., Toronto	0 25

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 90	.....
No. 1	10 25	13 05
No. 2	10 90	13 65
No. 3	12 00	14 00
No. 4	14 25	16 80
No. 5	15 00	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 00
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
Polished and tinned, 16 oz.		
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.65.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

VIKO

Aluminum Ware is a line every hardware merchant can be proud to sell—it is durable, handsome in appearance, and there is a VIKO utensil for every kitchen need.

You can obtain prompt shipments from our large stocks right here in Montreal.

HURTUBISE LIMITED
222 NOTRE DAME ST. WEST, MONTREAL

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A. P. HOPKINS,
371 Lyon St.,
Ottawa, Ont.

Maritime Representative:
H. E. FRYE,
Box 61.
Moncton, N.B.

Glass Specialists

We carry in stock all kinds of

Glass

For Buildings

Order your requirements from

The Saskatchewan Glass and Supply Company, Limited
MOOSE JAW, SASK.

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3″ $1.05; 4″ $1.25; 5″ $1.30; 6″ $1.45; 7″ $1.80; 8″ $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ..$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.

GRIND STONE FI TURES—
Per doz.
For 15″ Axle ....$ 6 80
For 17″ Axle 7 20
For 19″ Axle 8 10
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½............ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 15 00

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Per Doz. Pair.
At'as, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4″ 12 40
Do., 5″ 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½ %.
Universal 13 80
Discount 20 and 5%.
F.O.B. Toronto.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do., No. 3 .... 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 85

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 [illegible] in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 8 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... ... 21c per lb.
48 x 96 ... ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per se, ...$ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25 per cent. to 33 per cent, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain $ 9 00
Do., Japanned 9 50
Dash, Japanned 12 50
Do., Search (r'nd reflec.) 12 50
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases .. .. 1 35 doz.
3 doz. cases . ... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 3 75
Barn Door, No. 5 .... 3 00
Do., No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD— For pig lead, lead andzinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. Net.
Liquid Veneer, ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, Sept. 12, 1921.
Advance plain 8″ list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½″ No. 57—40 per cent. Advance plain bearing 9″ No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood, $3.70 base.
F.O.B. Montreal, $3.70 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.O.B. Montreal, $4.40 base.
Carload freight allowed, Toronto, Toronto, Hamilton and London, $4 35 base.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size Capewell—	C Brand Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	1⅝″	$15 00
4	1¾″	10 00
5	1 15-16″	4 50
6	2⅛″	4 50
7	2 5-16″	4 50
8	2½″	4 50
9	2 11-16″	4 50
10	2⅞″	4 50
11	3 1-16″	4 50
12	3¼″	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50

1½ inch mesh and 19 ga. wire:

12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90

1 inch mesh and 20 ga. wire

12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00

¾ inch mesh and 20 ga. wire:

24 inch...$10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire:

24 inch...$16 50 36 inch....24 00
30 inch... 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... ... 0 67
2060 ... ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—
24 inch, per roll 5 50
36 inch, per roll 7 15
48 inch, per roll 9 85
72 inch, per roll 11 25
Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80
F.o.b. Montreal and Toronto

OILS Toronto
Royalite, gal. .. ..$ 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 35½
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Paraffine 0.20.0
List, less 15 per cent.
Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute .. ..$ 0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette 0 85
Per 100 lbs.
Monarch sheathing, white .. 5 50
Do., gray 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Scythe brand dry straw 3 15
Spruce Sheathing, 36″ and 72″ wide 6 00
Asbestos Sheathing 6 75
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz. 3 45
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—
In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.
Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case
5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iorn Blk.	Gen. Wrot. Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65
F. o.b. Montreal and Toronto

PLANTERS, CORN
King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets ..	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN
20x28x100 lb. basis, box..$13 00
20x28IC, 112s, box 13 50
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN
IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal:

POLISH (O-Cedar) Doz.Net
4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net
4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz. each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 ... ... 6 00
No. 80 ... ... 8 00
MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING
No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75
F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.85; 3 ply, $2.20.
Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.
Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.
F. O. B. Montreal, Toronto.
Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq.. 36″ wide.. 2 85
Do., 18 wide 3 30
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 and 10 gal. cans 0 85
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums 0 04
125 lb. drums 0 05
Above prices net. per doz.
5 lb. cans 6 60
10 lb. cans 12 00
1 lb. cans 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE
Pure Manila basis 0 23
Beaver manila, basis 0 20
British manila, basis 0 20
New Zealand hemp basis 0 20
Double lathe yarn 0 18½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lathe yarn 0 18½
Yacht marline, tarred 0 57
Halyards 0 50
Beaver Halyards, wht. pol. ¾ in. basis 0 35
Hemp, deep sea line basis 0 50
Hemp, tarred ratline basis 0 43
Hemp, tarred bolt rope basis 0 45
Marline and Houseline 0 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.
Italian rope prices on application.
Cotton, ⅛ in. 0 46
Do., 5-32 in. 0 45
Do., 3-16 in. 0 42
Do., ¼ in. and up 0 41
F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.
Wood, F. H., bright 82½/5%
Wood, R. H. bright 80/5%
Wood, O. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass 75/5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70/5%
Wood, R. H., bronze 70/5%
Square cap .... 55 %
Hexagon cap ... ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs, ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... .Plus 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyoo b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—	50 ft. Challenge Stl.....	4 95
103—	50 ft. Reliable Jr., Stl...	5 25
243—	50 ft. Rival Steel	4 40
553—	50 ft. Steel	3 95
1243—	50 ft. Rival Jr., Steel ..	4 06
603—	50 ft. Metallic	3 17
604—	66 ft. Do.	3 54
403—	50 ft. Linen	2 39
		Dozen.
713—	50 ft. Ass Skin	6 15
714—	66 ft. Ass Skin	7 37
143—	3 ft. Steel Pocket	7 27
145—	5 ft. Steel Pocket.......	9 20
175—	5 ft. Linen Pocket	6 35
165—	5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty 5 43
Upright with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs. ..	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs. ...	2 50	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, $10.15.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

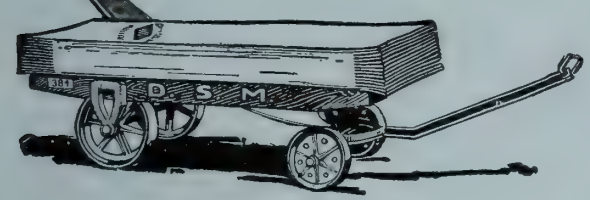
TINKER TOM'S TALKS.

No. 367

Next Week—Look in this space for the correct tonnage in the Premier Galvanized Sheet Production Contest; also the names of the three winners.

Next Quarter—If you want to be a sure winner in August, September and October order your Premier Galvanized Steel Sheets from any jobber now. The demand will be very large from present indications. Get in line early.

TINKER TOM

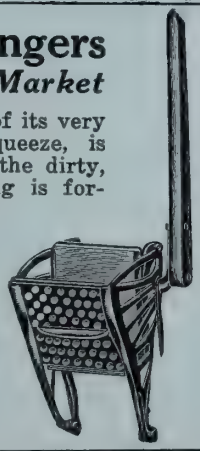


MADE IN PREMIER CANADA

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada**



WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

ALL OF A KIND

Our products are the best that can be made and are designed for service.

Ice Picks are made of special tool steel — hardened needle point—the bar extends through the entire length of handle, and is held secure by a rivet through the steel ferrule. Can't break it.

Brad Awls, Tinners' Awls, Scratch Awls, Claw Tack Pullers, etc., are hammer forged from tool steel, carefully tempered. Ferrules are nickel plated, and handles finely finished.

Quality Tool Works
Limited
480 Rielle St., Montreal

SELLING REPRESENTATIVES: Ontario, A. H. Moore, 74 Rusholme Rd., Toronto. **Western Provinces,** S. H. White Mfg. Co., Ltd., Winnipeg. **Maritime Provinces,** Richardson & Bureau, Montreal

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100-lb. kegs	0 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
red oxide bbls	0 01
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75

COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 24
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 86

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite	6 10
Old Dutch	6 37
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 33
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac	4 35
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.	
Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 30
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 30
61 to 70 ins.	8 30	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 55
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 86

Montreal, less 15%.
Toronto and London, net list.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
C. & A. pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. $ 60
Half-Barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co. pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 80
Crown Diamond, colors	3 45
Crown Diamond, floor	3 40
Crown Diamond, porch	3 40
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do. color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Canada Brand, white	4 05
O.P.W. Can. Brand, colors	3 70
O.P.W. Canada Brand, floor	3 65
O.P.W. Flat Wall, white	3 55
O.P.W. Flat Wall, color	3 45
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Williams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 35	4 65
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Martin Senours	1 45	1 65
Elastica	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 18
B. H. Maritime Spar	5 23
B. H. Hard Oil	2 81
B. H. Gold Medal	3 52
Elastilite	3 95
Granitine Floor Finish	3 95
Hydrox Spar	4 05
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
C.P.C. Sun Aero Spar	4 60
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 50
O.P.W. Indestructo, floor	3 50
O.P.W. Jasperite Pale Hard Oil	2 55
P. & L., No., No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not	4 15
Quick Action House	2 70
Rexspar	5 14
Scar-Not	4 76
Lowe Bros., durable floor	4 60
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor	4 95
Luxeberry Light	4 85
Luxeberry granite	5 00
Luxeberry spar	5 72
Ramsay's Universal	3 85
Ramsay's Agate Floor	3 90
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 10
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	2 30
Dougall Univarnish, clear	4 50
Dougall Transparent, spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.) 5 lb. pkgs.	White.	Colors
Frescota	$ 8 50	$9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine per 100 lbs.		
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, extra, 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 18c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 18½c.; Lion, 12c.; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	3 25

WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.. ..	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/65	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	6 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin .. .. 15% on list.

Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.30; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—

¼ to 2 -in., 25% and 10% off.

⅛, 2½, 3½, 4", 5 and 20% off.

Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., 24 in., $16.50.

$7.75; 18 in., $11.35; 21 in., $12.75;

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI⅝ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
26 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$ 1 90

Mrs. Potts' No. 50 set 2 00

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	1 25
Boiled	1 28

MACHINES—WASHING

Each

Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 60

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 60

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	8 80	5 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.65 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 51
Cotton, 3-ply balls	0 55
Cotton, 4-ply cones	0 53
Cotton, 4-ply balls	0 57

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg. Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	—Dozen—	
Always Ready	Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

The Trade Mark
Behind the Hardware House
of Quality

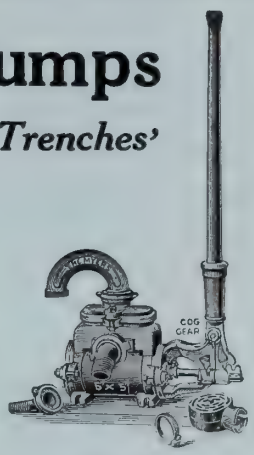
DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

Myers' Low Down Tank Pumps

For filling Thresher Tanks, Pumping Water from Trenches' Shallow Wells, Cellars, Barnyards, etc.

The correct principles embodied in these pumps are productive of maximum service at minimum cost. Their adaptability to meet all well conditions demanded of a good pump is indicative of extraordinary efficiency.



Made with Cog Gear, Ratchet Handle and double acting; Anti-Freezing; with new adjustable base and Union Spout; Brass Lined Lower Cylinder, Tapped on outside, Brass Upper Cylinder; Patented Glass Valve and Rubber Gaskets.

Write for complete information and prices of Myers' Pumps.

The J. H. Ashdown Hardware Company, Limited

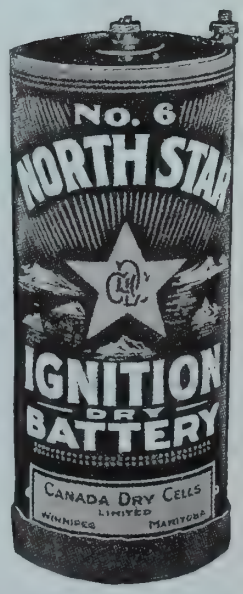
Calgary WINNIPEG Saskatoon

Here's the degree of faith we have in

NORTH STAR BATTERIES

Any North Star dry cell or multiple that fails to give the user entire satisfaction will be replaced by us without charge or questioning.

Every North Star battery passes our most rigid inspection before leaving the factory and is therefore full powered and dependable.



The demand for North Stars makes them profitable to sell. Experienced battery users prefer them for their superior qualities. Let your customers know that you sell North Star Batteries.

Your jobber can supply you.

Canada Dry Cells Limited

WINNIPEG - MAN.

If interested tear out this page and place with letters to be answered

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AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal. Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABITT METAL
Georgian Bay Spring, Babbit Metal Co., Collingwood, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
British Empire Steel Corp. Ltd., Montreal.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods Ltd., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd. Toronto

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELLOWS SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

BELTING TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN and BATH COCKS, COMPRESSION
United Brassfounders & Engineers, Limited, Manchester, Eng.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnston Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.
W. Walker & Son, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

BROOMS
Canada Brush Co., Ltd., St. John, N.B.
Walter Woods Ltd., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Prush Co., Ltd., St. John, N.B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y. ....
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Pritain, Conn.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited. Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd. Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited. Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

The Canadian Westinghouse Co., Ltd., Hamilton Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited. Hamilton.
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
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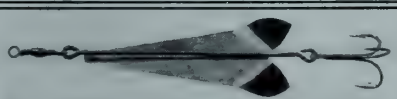

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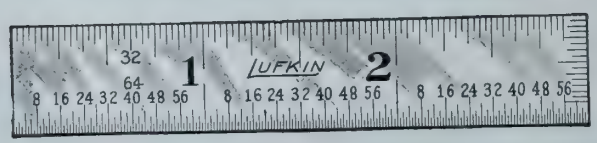

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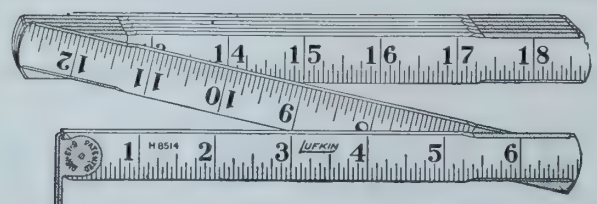

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THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Over $83,500,000.00 Worth of Hardware

will be bought in Canada in the next six months. Over 90 per cent. of the men who will buy this hardware will receive by paid invitation, the 34th Annual Fall Buying and Directory Number of Hardware and Metal to be issued on Aug. 19.

This issue with its comprehensive buyers' guide, editorial and market section, and its splendid advertising section will have a direct influence on the purchases of these men. Many new and profitable connections will be formed as a result of a close study of this Buyers' Number, by the chief hardware buyers of Canada. Do you wish to secure a full share of this business? Act now. Date of issue Aug. 19, last forms close Aug. 16. Early forms closing now. This is the 34th Fall Buyers' Guide and Directory Number in 34 years. It has grown up with the hardware trade of Canada and will be the best ever produced. Will you be in it ?

"Reaches every worth-while buyer of hardware from coast to coast."

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Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

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WINNIPEG - CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 29 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA July 22, 1922

The Wedge That Splits Your Premium Dollar in Half

FIRE INSURANCE

Several thousand hardware and implement dealers of Canada now hold our policies. 50% dividend is being earned and paid as the policies expire. This is the 15th consecutive year our hardware companies have paid a 50% dividend on board rates. Why not place your line with us now?

SAFETY
Surplus over $2,000,000

SAVING
50%

SERVICE
An efficient field force

Write

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A Trim That Trims All Others

"Your window trims are the most strikingly colored, attractive and effective trims I have ever seen." That is the frank opinion of a man who has spent his whole life studying merchandising.

Have you seen one of these Diamond Ware or Pearl Ware trims? There are four—two Diamond, two Pearl. They are going very fast, these trims. To make sure of getting one write at once or place your order with our traveler.

Send For Free Price Tags

Our stock of free price tags is also getting alarmingly low, the chief reason being that merchants all over Canada are finding them most useful and effective not only in the store but for use in window displays. We believe that the effectiveness of a window trim is increased 50% by having a price tag with price clearly marked on every utensil in the display.

Some very valuable pointers on window and store dressing with several diagrams of good window lay-outs are contained in our little Manual of Selling Points—"Helping You to Make More Money." Free, of course! Send for it right away.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

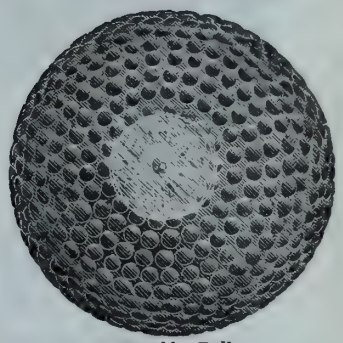
MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Forgan Clubs

Act Quick to Get In on These Exceptional Values



Bramble Ball

IN GOLF BALLS—We have a real leader in an all-round good ball, **Martin's Birmingham Z.B.Z., Zodiac Bramble Ball,** at $3.60 to the trade. This is really an exceptional buy and these prices can only be quoted as long as the stock lasts.

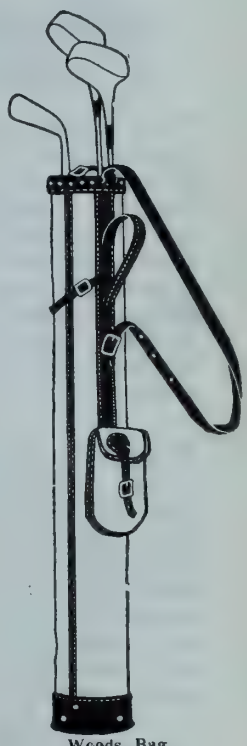
IN GOLF CLUBS—We have been fortunate in securing the output of an English factory of golf clubs at a price considerably below any price quoted in the past few years. We can supply this club in the driver, brassie, midiron, mashie and putter at $2.60 each.

Our stock of **Forgan Golf Clubs** has arrived, consisting of drivers, brassies, driving irons, midirons, driving mashies, cleeks, jiggers, mashies, mashie niblicks, wood putters, regular steel putters in three types, the heavy end, the goose neck and the straight putter. Write us for quotations.

IN GOLF BAGS—Our Sunday bag is a 4″ bag, brown canvas, leatherette trimmed, iron ring with a good substantial canvas strap and a good size golf ball pocket at $1.10 each.

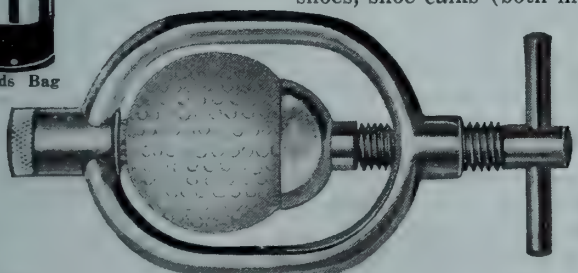
Our other bags run in prices up to $10.00. They are the **Burhke** patent aluminum bottoms, steel stayed golf bag which is to-day so much in demand. We carry them in 4½″ and 5″ with and without hood, white, brown and olive colored.

In our golf department, you will find the Captive Golf Ball, golf shoes, shoe calks (both in rubber and steel), golf ball enamel, golf stockings, game of clock golf, etc.



Woods Bag

Woods Bag



Fisher Golf Ball Marker.

THE FISHER GOLF BALL MARKER answers the cry of the golfer for some way in which he can identify his own golf balls. Each marker is supplied with three initials. It has just been placed on the market and is going to be a real seller. Every golfer in Canada should have one of these at $1.50 each.

Ask the Rice Lewis Man or Write Direct.

Rice Lewis & Son

Victoria St. Limited Toronto

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No Guess Work Here—

Recommendations the Result of Exacting Tests by Lubrication Engineers of Recognized Ability.

Every recommendation on the Gargoyle Mobiloil Chart is arrived at by a most careful and searching engineering investigation. Throughout the year, the Gargoyle Mobiloil Board of Automotive Engineers are gathering data and statistics about the new models of automobiles which are being designed, and are experimenting with present and past models.

These men meet each year and jointly consider and discuss the data and engineering facts which have been secured through their investigations. At this annual meeting of the Board, the correct grades of Gargoyle Mobiloil for new makes of cars are decided and recommendations for old models checked up and verified.

A striking single proof of the recognized ability of these Lubrication Engineers: They are repeatedly consulted by automobile manufacturers in regard to engine design. Important engine features and improvements have often resulted.

Using the grade of Gargoyle Mobiloil recommended by the Chart will insure:

(1) Free distribution to every frictional surface.
(2) Full compression.
(3) Fuel economy.
(4) Oil economy.
(5) Greatest freedom from carbon.

Lubrication requirements of each engine are scientifically met by the quality, the body and the character of the oil recommended. There is no guess work permitted in making it up and all guess work is eliminated for dealers who are guided by the Chart of Recommendations in selling oil.

Let this Chart help you to build up your lubricating business. It is the recognized guide to scientific automotive engine lubrication.

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

How to Read the Chart:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
BB means Gargoyle Mobiloil "BB"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

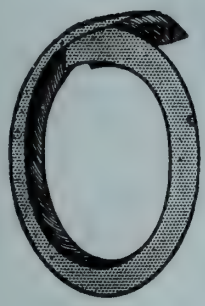
This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	A	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc.
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc.
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton) (Buda Eng.)	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model 8-E)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (3¼ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)							A	A	A	A
" (Model 490, G, & Lt. Del.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A	A	A	A	A	A	A
Garford (3¼ & 7½ ton)	A	A	A	A						
" (2 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3½ & 5 ton)	A	A	A	A	A	A	A	A	A	A
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G. M. C. (Model K15)			B	A						
" (Mod. K16, K41, K71, K101)	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton)	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc		
Gray Dort	A	Arc			A	Arc	A	Arc	A	Arc
Haynes (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	B				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kissel Kar (12 cyl.)									A	A
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Koehler (Model M)	A	A	A	A	A	A	A			
" (Model MT)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	E	A	E	A	E	E	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Moon	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Nash	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc.
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
National (6 cyl.)	A	A	A	A	A	A	Arc	Arc	Arc	Arc.
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	A	Arc	Arc	Arc
" " All Other Models	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
R & V Knight	BB	A	B	A	B	A				
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Rolls Royce	B	A	BB	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc	A	Arc	E	E	E	E
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	A	A	A	A	A	A	A	Arc
Service (Model 220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Model 15)	A	Arc								
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	A	A
White (Mods. 15-45 & 20-45)	A	A								
" (16 valve)							A	A	A	A
" (3 & 5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

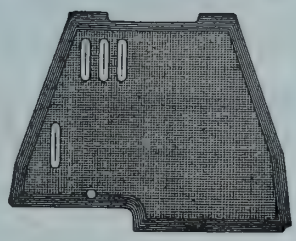
If interested tear out this page and place with letters to be answered

He told us, "YES!"

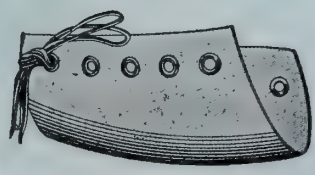
"'Gutta Percha' Accessories are not only the 'Line of Least Sales-Resistance'—but the 'Line in Greatest Public Demand!'"



Reliners



Heatproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

"We can't afford obscure lines in our store. Even if our salesmen did argue customers into accepting them, it would consume valuable time and so increase our selling costs too much. That was good enough salesmanship in old times, but in these days of cost-accounting, we know that the quick, easy sales of 'Gutta-Percha' Products speed up the turnover of our invested capital and give us a big, annual net profit. Customers ask for 'G.P.' Products by name and it is quickest, most economical and profitable to give them what they want. 'Gutta Percha' merit backed by 'Gutta Percha' advertising is a paying combination for any merchant to sell."

"Quality All Through"

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORIES, TORONTO

Branches in All Leading Cities of Canada

TRADE MARK GP BRAND

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CANADA
FOUNDRIES & FORGINGS
LIMITED

And They Are Back to Stay

Recall the iron frying pans hanging by the range in the old days, and your mother often said no pans could equal the iron ones and she proved it too before dinner was over.

Pans of other metals have had their brief life, but the modern housewife is now insisting on grey iron.

Are You Profiting by this Demand ?

The Smart people in Brockville are the largest Canadian manufacturers of grey iron cooking utensils.

NICKEL PLATED **FINE POLISHED**
ROUGH GROUND

JAMES SMART PLANT

BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

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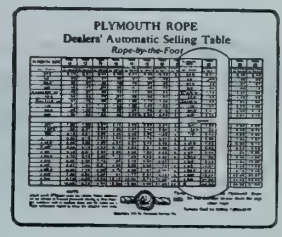
You Can Sell Plymouth Rope by the Foot



Profitably to yourself and with greater satisfaction to your customer.

The Plymouth Rope-by-the-Foot schedule is based upon years of experience in manufacturing standardized rope.

Its use insures every sale to be a profitable transaction.

Your customers appreciate this common-sense method of rope selling.

Write for more information.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LTD.
TORONTO, CAN. Canadian Sales Agent

Since 1916 all Plymouth Rope 7/16" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope.

PLYMOUTH *The Rope You Can Trust*

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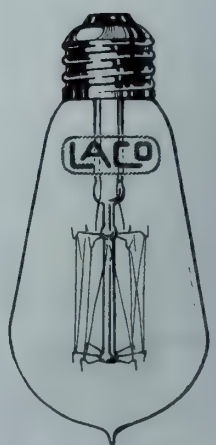
Better Lamps mean Better Business

You can easily interest your customers in LACO LAMPS—even while you're wrapping up the articles they have just bought. For every householder is interested in better light at less cost, and the LACO LAMP provides you with an opportunity to talk about just this point. When you state that the cost of maintenance of

LACO TUNGSTEN LAMPS

or of any lamp, depends on the **actual,** rather than the **marked** wattage or electrical power, you might explain that the wattage increases as the diameter of the filament increases and that it is necessary, therefore, that the utmost care be taken in drawing the filament to an even thickness, which should not exceed that of a hair. An uneven filament produces an uneven light. LACO LAMPS are manufactured with the most perfect accuracy and the purchaser may be assured that they are not made merely to burn current but to give a maximum of light.



LACO LAMPS LIVE THE LONGEST

Our Salesman will gladly show you the entire proposition. Write to-day.

Canadian Laco Lamps, Limited

Montreal Toronto Winnipeg Vancouver

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Show Your Customers the Type H Electric Iron's Points of Leadership

Westinghouse Type H Iron

Feature the Type H. Iron—It is every inch a leader from the tip of its shiny beveled point to its handy grip plug.

The beveled edge, an exclusive feature, permits the user to look directly down on the work; the broad ironing surface enables a greater volume of ironing to be handled more quickly; the ironing surface heats quickly and evenly; the plug and handle are specially designed for greatest convenience. You will find that these are features women are looking for in irons.

Point them out to-day and you will reap the benefits in an increasing volume of sales.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Building.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

CANADIAN WESTINGHOUSE

Repair Shops:

MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
VANCOUVER, 1090 Mainland St.
TORONTO, 366 Adelaide W.
CALGARY, 316 3rd Ave. E.

Westinghouse

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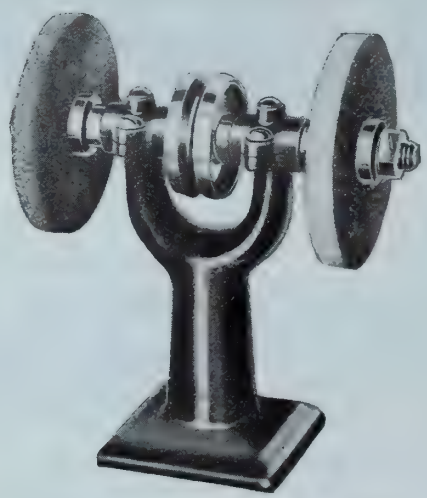
GOODELL PRATT

1500 GOOD TOOLS

POLISHING HEADS



GRINDING HEADS

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASSACHUSETTS, U.S.A.

Black Diamond Files *for results*

Black Diamond Files are made from selected steel tempered with the care and precision due a scientific product. Skilled craftsmen prefer them above all other files.

TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

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WIRE NAILS

Blued—Cement Coated—Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails
Cut Finishing Nails
Roofing Nails
Cooper's Nails

Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

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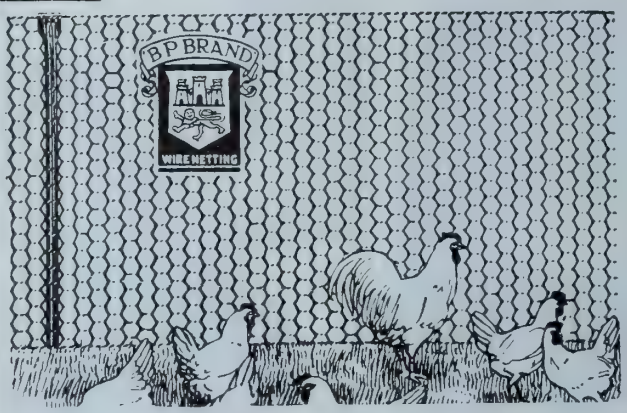
B.P. BRAND
WIRE NETTING

B.P. Brand Chicken Netting



IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature. Enquiries invited.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

They're Buying Now!—

Now — there are thousands of good prospects ready to buy Gold Medal Cots, Chairs, Tables, etc. The outing season is on and whether it's a two days, two weeks, or two months trip, there is a definite need for Gold Medal equipment in the camper's outfit.

Sell your customers on the convenience, comfort, light weight, compactness and economy of the Gold Medal line. Put in attractive window displays —**show** what you have to sell. They're buying now —why not have them buy from you.

Gold Medal Folding Furniture Company
1704 Packard Ave., Racine, Wis.

"GOLD MEDAL" FOLDING FURNITURE
TRADE MARK REG. U.S. PAT. OFF.

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

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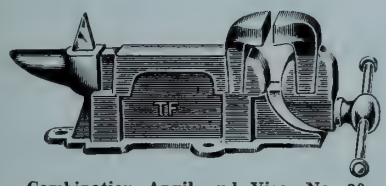
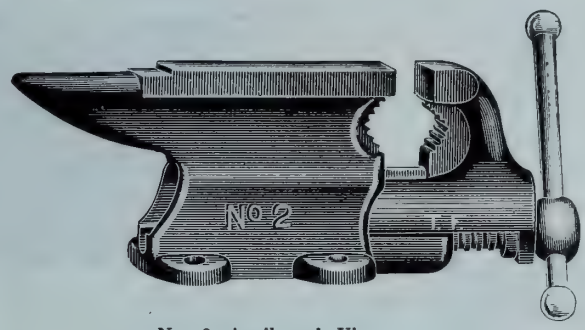
YOU'LL MAKE READY SALES WITH

T. F. VISES

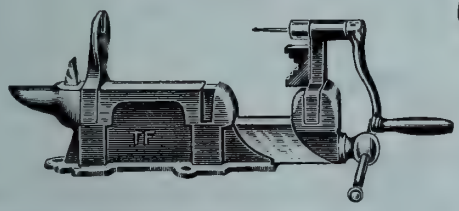
Suited to varied vocations - in all workshops - by all mechanics - at any job.

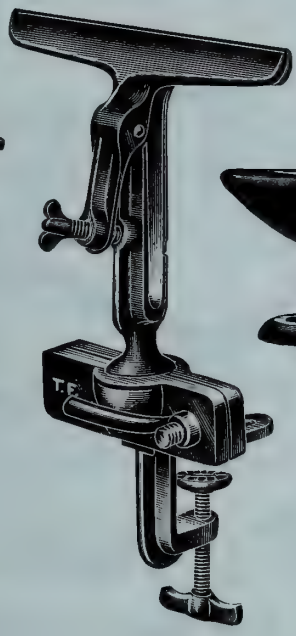


Combination Anvil and Vise, No. 20. (See Footnote.)

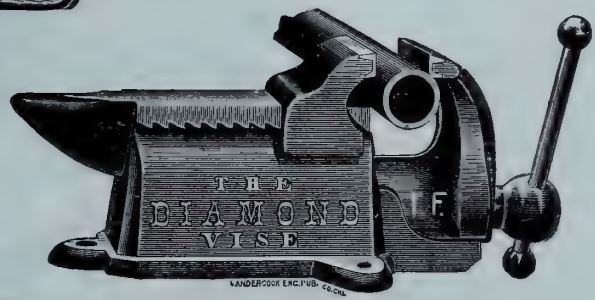


No. 2 Anvil and Vise.

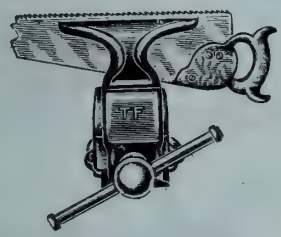


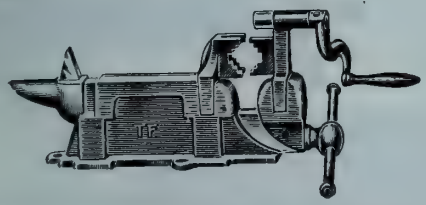


Vise Saw

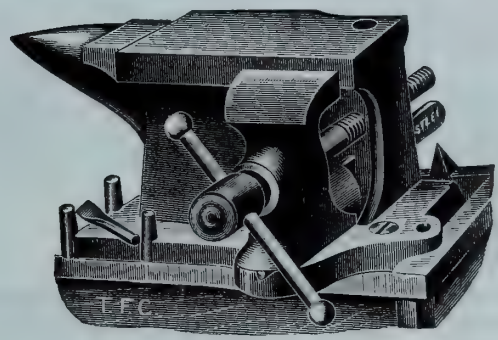


Mechanics' Vise or Pipe Vise.





No. 20 Combination Anvil and Vise as illustrated above combine all the advantages of five tools—Anvil and Vise, Drill Press, Saw Clamp, and Pipe Vise—a great time and labor saver.



"Handy" Anvil and Vise.

TAYLOR-FORBES COMPANY
LIMITED

Head Office and Works

GUELPH, ONT.

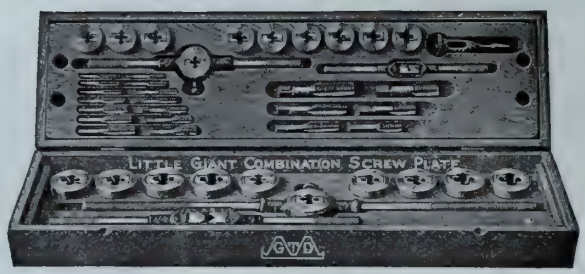
TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

REG. U.S. PAT. OFF.
G T D

There Is One Screw Plate Known and Sold Everywhere

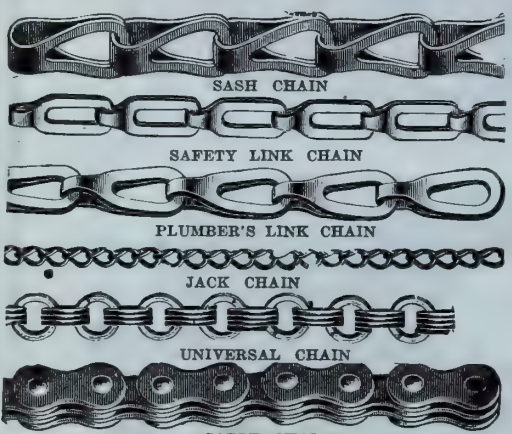
Little Giant



THE hardware store or mill supply store that handles "Little Giant" Screw Plates never has to explain why the "Little Giant" Screw Plate is good. Everybody is familiar with the famous two-piece "Little Giant" Die with its double bevel. The hardware or mill supply store that handles "Little Giant" Screw Plates never has to ask itself "why those screw plates don't move." "Little Giant" Screw Plates are good sellers always, because they have been known and used all over the United States for 40 years.

Send for your copy of our new catalog, No. 46A.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO



UNIVERSAL
SASH
CABLE
TRANSOM
PLUMBERS
LADDER
SAFETY
AA and XXXX
JACK

CHAINS

REVOLVING
SPRING
SEMCO
TURRET

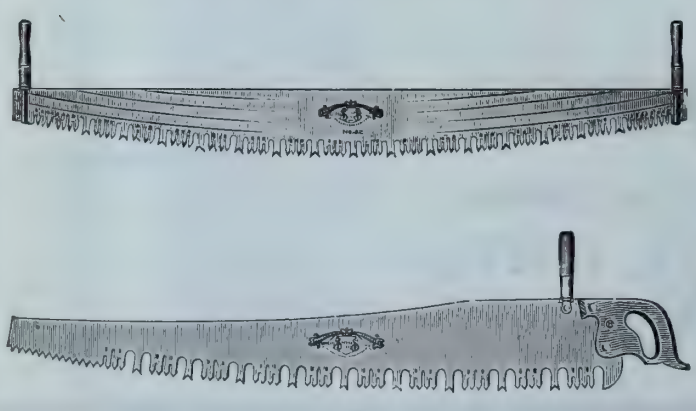
PUNCHES

4 Tube Revolving Punch

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.



SIMONDS

Crescent Ground
CROSS-CUT SAWS

Dealers who carry this line are assured of Satisfied Customers and reasonable profits. Write for Dealers' discounts and selling proposition.

Simonds Canada Saw Co., Limited

"The Saw Makers"

St. John, N. B. MONTREAL, QUE. Vancouver, B C..

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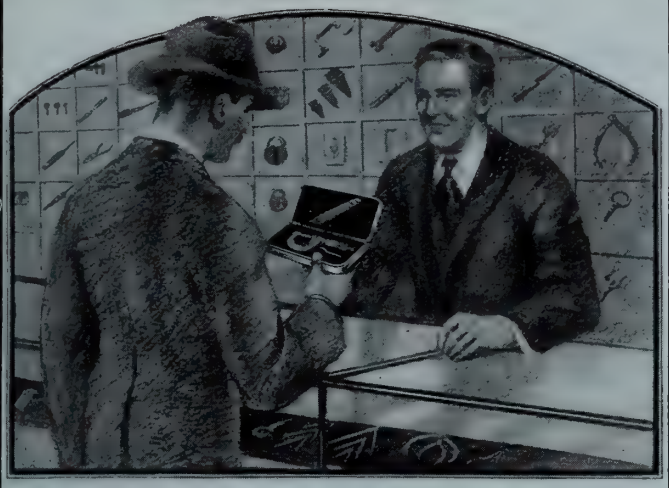


For His Favorite "Mike"

Starrett

No. 910

Metal Case for 1 in. Micrometers

Just what machinists want for their favorite "mikes," this handsome new Starrett micrometer case meets a definite demand. Designed for the Starrett No. 3 1-inch micrometer—the "mike" machinists use most. Made with round corners. Velvet lined. Finely nickel plated. Fully described, with other new Starrett Tools of special interest to every machinist and hardware dealer, in our Supplement to Starrett Catalog No. 22 "M.A." A free copy of this Supplement—just off the press—sent promptly to any hardware dealer.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

MANUFACTURERS OF HACKSAWS UNEXCELLED

Athol, Mass.

Starrett Tools

42-345

SABATIER

Pere & Fils

Thiers--France

(Ed. 1679)

A cook's knife is an implement which requires great plasticity and at the same time demands a hard keen edge. This implies:

1. Steel of peculiar excellence.
2. Absolute uniformity of temper.
3. Great accuracy in grinding.

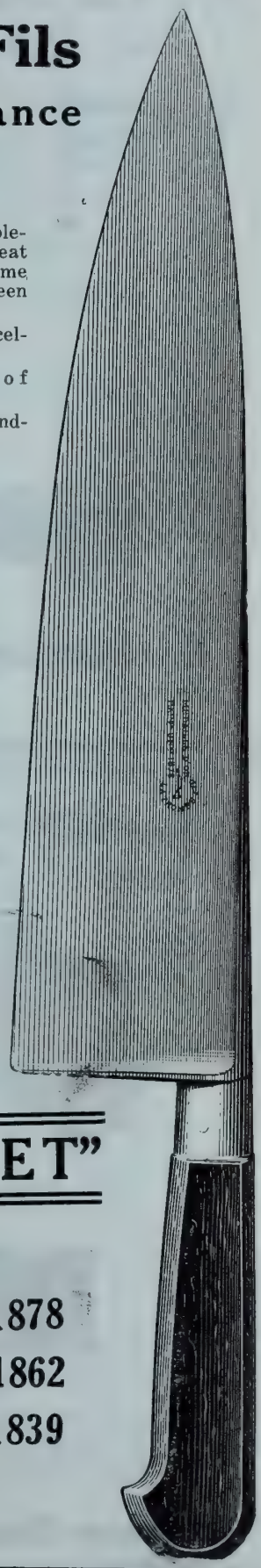
TRUMPET BRAND

knives are made with
FINEST STEEL
HAND FORGED
HAND GROUND
PERFECT FINISH

Increase your sales by stocking the **right** brand.

All cutlery bearing our registered trade mark, the device of a Trumpet, is fully **guaranteed.** Avoid imitation and ask your jobber for

"GENUINE SABATIER"
"TRUMPET BRAND"

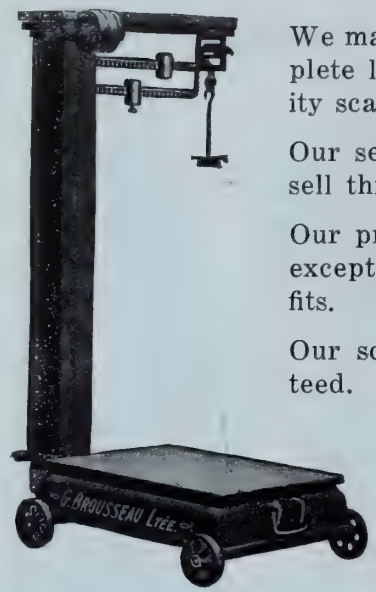


"TRUMPET"

BRAND

Gold Medal	1878
Prize Medal	1862
Silver Medal	1839

Are You Selling Scales?
Then Read This ——



We manufacture a complete line of high quality scales.

Our selling policy is to sell through merchants.

Our prices give dealers exceptionally good profits.

Our scales are guaranteed.

Manufactured by

Geo. Brousseau Limited
Quebec Que.

MARITIME
The best wire fencing that's made

No doubt the demand for good wire fencing is large. If you are not already selling it, be sure you offer from now on

MARITIME WIRE FENCES

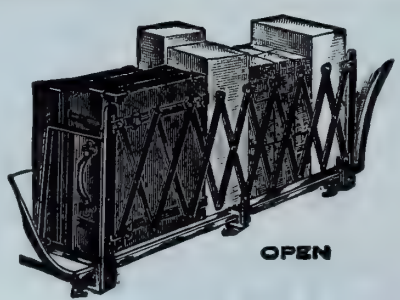
They are not only good, but the best that's made—Lock Joints, properly Galvanized—and give the long service that is desired.

Write for prices and information to

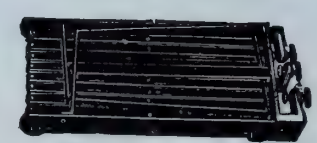
New Brunswick Wire Fence Co.,
LIMITED
Moncton -- N.B.

An **ADAMSON** **For Sale by all Jobbers.**
PRODUCT

Patented in Canada Sept. 21, 1921
Infringers will be Prosecuted



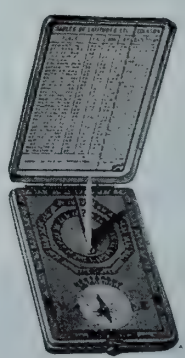
STANDLEY



TYPE A—Carrier, $5.00 TYPE B—Carrier, $4.00
Adjustable Luggage Carrier, for suitcases, parcels, etc. Being adjustable to amount of baggage, there is no bouncing. Fits any car and can be put on without tools.

Adamson Manufacturing Co.,
Hamilton - Ontario

Compass and Sun-Dial



Retail Prices
$1.50

Trade Prices:
Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited
DEPT. 3
Yonge & Wellington Sts., Toronto, Ont.

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Strathcona Pattern

Teaspoons
$6.00 per dozen

STRATHCONA is a new Rogers Anchor brand pattern of unusual beauty and distinction that will quickly appeal to your discriminating trade.

Rogers Anchor brand is priced midway between the costly extra heavy plate and the low priced ware.

It has a base of fine nickel silver; it is heavily plated and staples are reinforced with still heavier plate at all points subject to hard usage.

Strathcona has a beauty and dignity of line rarely found in anything but sterling silver. And this combined with the long wearing quality and reasonable price of Rogers Anchor brand makes Strathcona the most attractive value you can offer your trade today.

ROGERS

Made by WM. ROGERS MFG. CO., LIMITED
Niagara Falls, Ontario

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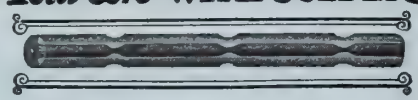
KESTER
Acid Core WIRE SOLDER



THE daily need for solder is apparent the year 'round on the average farm, but its neglected use is due to the messy method of using ordinary solder and flux, which has little appeal for the busy farmer.

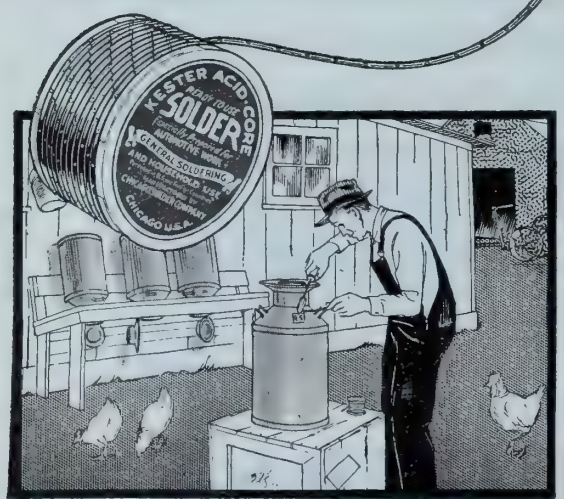
Your next call for either solder or flux is your chance to make a satisfied and permanent customer. Take a spool or carton of Kester Acid Core Wire Solder and say to him, "this solder requires only heat to do *neat, rapid* and *permanent work.*"

Explain also, how the extensive use of solder prolongs the utility of various equipment.

Then *show him* how this solder contains tiny pockets, which supply the flux at the proper time.

Tell him, "Kester comes coiled in one-pound cartons or on one-pound spools, but it is more economical to buy it on the five or ten pound spools."

When he has indicated his choice, then you've made a "Kester Sale"—*clean, quick and profitable.*



SAMPLE FREE

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave., Chicago, Ill.

H & M 6-24-22

Please send me a sample of Kester Acid Core Solder, no charges, postage prepaid.

Name .....

Address .....

Supply House .....

6 Points about the "SELFBLO"

1. No pumping—No priming.
2. No blowing on a rubber tube.
3. Just fill both barrels with denatured alcohol.
4. Light wick--in twenty seconds a 1400 flame.
5. Made of brass, nickel plated.
6. Is a practical and necessary tool.

Retails at $2.50

Order from your jobber. or write **Walkley Moncur & Co.**, 416 St. James Street, Montreal.

Order six torches and get this handsome display FREE.

Hunt Lasher Co. Inc.
Lynn, Mass.

New Prices on

TORONTO Gendron CANADA

Bathroom Fittings and Hardware Specialties

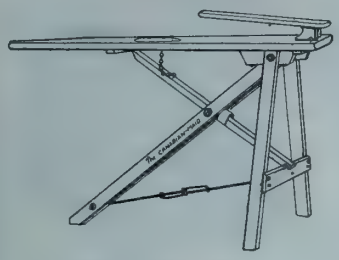
We are glad to be able to announce to the trade a general reduction in prices on bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines is over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

The Gendron Mfg. Co., Limited
Duchess Street - Toronto

The "Canadian Maid"



Patented Oct., 1920.

the very latest thing in Ironing Tables

It is firm as a rock.
Weighs less than 18 lbs. but will support over a half ton.
Simple to operate, and the most substantial Ironing Table made.
Folds up into about three ins. of space.
Retails at $3.90 and $4.50 if equipped with Sleeve Board.
Liberal discounts to dealers.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

Write to-day for prices and descriptive literature.

Ask for

THE OLD RELIABLE

BLACK DIAMOND
Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

Christopher Johnson & Co.

Cutlery Manufacturers
Western Works:
Sheffield - England
Cables: Johnson, Sheffield. Established 1836.

MANUFACTURERS OF
High-Class Cutlery, Table and Pocket Knives, Scissors and Razors.

This FLAG Brand

on any article of cutlery is a guarantee of good service.

OUR METROPOLITAN RAZORS SHAVE

with speed and comfort and tickle the user with a sense of his ability

THE FLAG BRAND (Registered Trade Mark)

Canadian Representatives:
Frederic Sara & Co.,
1309 12th St. West, Calgary
W. H. Thackeray, 10 Victoria St., Montreal

WIRE ROPE AND FITTINGS

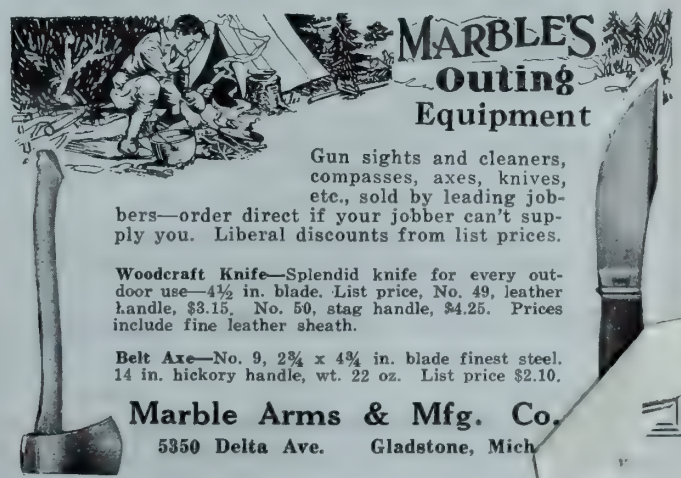
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



MARBLE'S Outing Equipment

Gun sights and cleaners, compasses, axes, knives, etc., sold by leading jobbers—order direct if your jobber can't supply you. Liberal discounts from list prices.

Woodcraft Knife—Splendid knife for every outdoor use—4½ in. blade. List price, No. 49, leather handle, $3.15. No. 50, stag handle, $4.25. Prices include fine leather sheath.

Belt Axe—No. 9, 2¾ x 4¾ in. blade finest steel. 14 in. hickory handle, wt. 22 oz. List price $2.10.

Marble Arms & Mfg. Co.
5350 Delta Ave. Gladstone, Mich.

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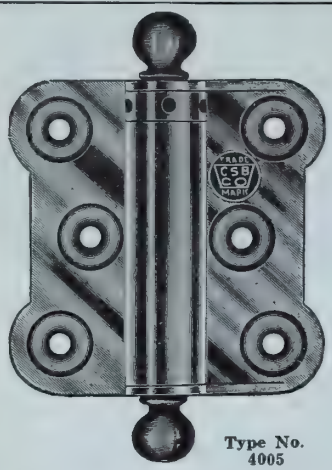


Type No. 4005

TRADE **CHICAGO** MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

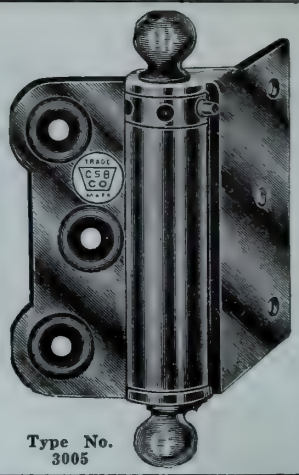
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M36



Type No. 3005

REDUCED COST

is the key-note of present day manufacturing. Let us show you how

ALUMINIUM

will improve your product and lead to economy.

The British Aluminium Company, Limited

592 King Street West

TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, Montreal

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

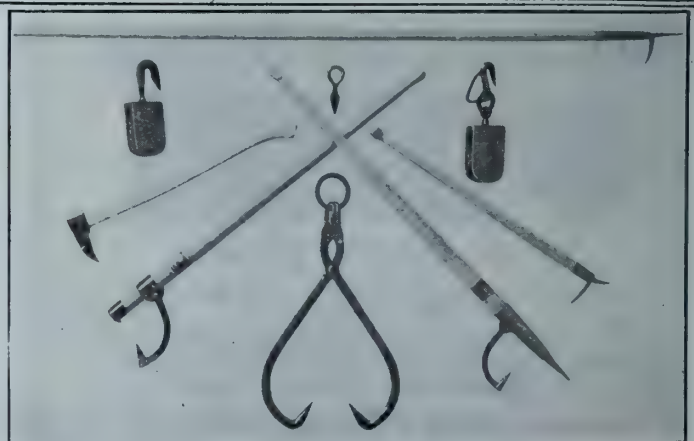
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



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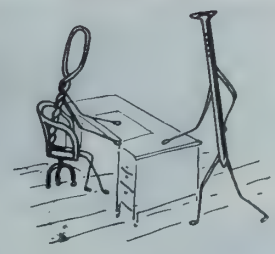
THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Quality is our Motto



"I was in a hardware store the other day, B.T., and noticed him unpacking a keg of Laidlaw Nails. Believe me my old chest swelled when I noticed how pleased he was at the way they were packed. That's what makes us so popular."

THE
Laidlaw Bale Tie Co., Ltd.
Head Office and Works:
HAMILTON, ONTARIO

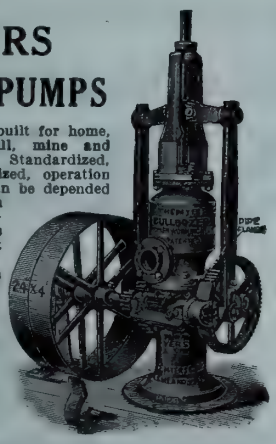
Say "Laidlaw Products" to your jobber.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HOW IS THE IRON STOCK?

When you are asked for some size of Iron and find your stock is run out, it often means that your customer goes elsewhere, and **you lose the profit that should be yours.**

LONDON BAR IRON

is giving general satisfaction everywhere it is used

From Atlantic to Pacific

The Quality Will Please Your Customers
ORDER NOW To Fill Up Your Stock.

London Rolling Mill Co.,
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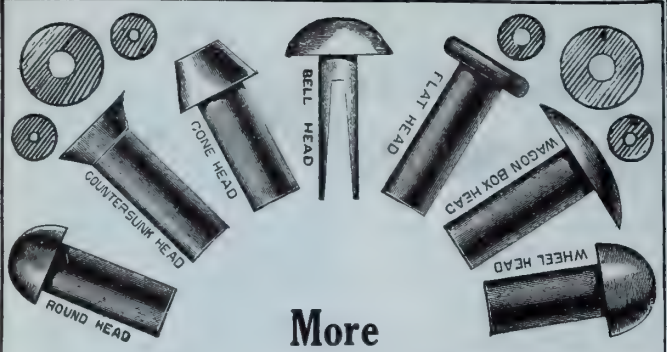

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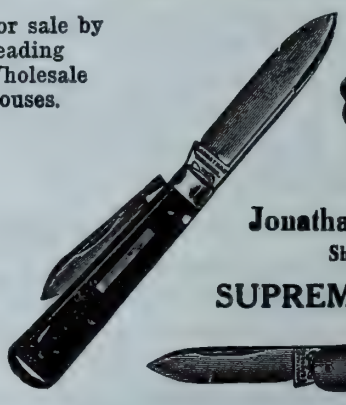

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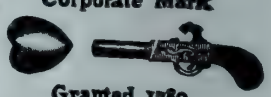

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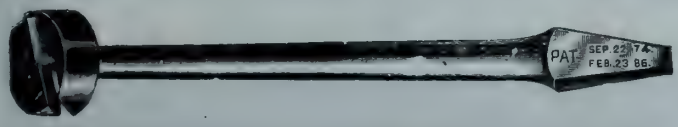

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

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Far Reaching Taxation Changes Likely To Be Made in the Very Near Future

An Authority Close to the Administration at Ottawa Gives Hardware and Metal Insight Into Probable Governmental Action on Taxation Matters—Burden on Certain Trades May Be Relieved By Abolishing Some Taxes and Increasing Sales Tax

A CONSIDERABLE change in the present system of taxation, of interest to all branches of the hardware trade in Canada, is imminent according to information secured by Hardware and Metal from a source usually well informed which in the past has correctly forecast pending governmental action some time in advance, due to a close association with the administration.

The probable changes are not likely to be so much an alteration of principle as an extension of certain prevailing policies and the abolition of some other forms of taxation which do not raise sufficient revenue in proportion to the expense of their administration.

Best Principle

After experimenting with various taxes such as those on luxuries, business profits, etc., it has generally been agreed that the Sales Tax is the best from the standpoint of principle, though there is admittedly much confusion in the application of this tax which may be avoided by subsequent changes. Thus, Hardware and Metal is advised that it is the intention to extend the Sales Tax and have it raise sufficient revenue to allow the discontinuance of certain other minor tax impositions now in force. Attention is drawn to the fact that since the Sales Tax principle was enforced two years ago it has been increased 125 per cent.; starting at 1 per cent. on sales from manufacturers to wholesalers and again on sales from the latter to retailers. This was shortly increased to 1½ per cent. on each of these transactions and is now up to 2¼ per cent. Another increase of 125 per cent., which is said to be quite within the realm of possibility in future, would bring this tax to approximately 5 per cent. on each stage of the transaction or a total of 10 per cent. on the movement of merchandise from manufacturer to retailer.

May be Bad Precedent

It was pointed out that should this forecast be borne out, those firms which are absorbing part of the present taxes may have difficulty in continuing to do so, or in breaking away from this policy in future. It is noteworthy that with the last comparatively small increase in the Sales Tax a number of hardware manufacturers and wholesalers found it necessary to discontinue absorbing any part of the tax. Many others are still doing so.

Some other changes are also likely to be made in connection with the application of the Sales Tax. It was stated that with Parliament now prorogued and members away on summer holidays no immediate action could be looked for but that within three months some questions would probably be asked of the government concerning the amount of revenue raised by the Sales Tax from various sources; and the extent of the burden on different branches of trade would be investigated. Changes which would probably subsequently follow would eliminate many of the hardships which are now attendant on this tax.

Eliminate Sale Manufacturer to Jobber

One of the possible changes was likely to be the elimination of the Sales Tax on sales from manufacturers to jobber. Under this plan the whole amount of the Sales Tax which would ordinarily apply on the movement of merchandise from manufacturer to retailer through the wholesaler, would appear on the invoice of a sale of goods to the retailer either from the manufacturer or the wholesaler, and each would make his return separately to the government. It would be made compulsory for the Sales Tax to be shown in full as a separate item and collected on each sale. It was pointed out that this plan would avoid many of the difficulties now encountered which force either manufacturer or wholesaler to absorb all or part of this tax in order to equalize prices to the trade. It would also offset prejudice against those firms which find they cannot afford to absorb this tax.

A definite ruling in the matter and each firm compelled to follow the same policy would be desirable, but it would have to be considered in detail and no loophole left. For instance, the question immediately arises: Who is a jobber? Much difficulty has been encountered in endeavoring to establish a status for various merchants in the past. For example there are some manufacturers who sell on jobbers' terms to firms which are not recognized as jobbers by the Canadian Wholesale Hardware Association. Who is competent to make a ruling applying to these cases? The government will have to show more adaptability for defining the status of various merchants than they have shown in the past if they are going to give a satisfactory answer to this question. The lack of judgment which has been displayed by certain government officials in defining the status of tinsmiths and other retailers for taxation purposes has brought untold confusion in this branch of trade resulting in numerous court cases and as many different rulings as there are Customs Collectors in the Dominion.

There are many interesting possibilities involved in these changes which may be made within the near future. In view of the pending developments it therefore behooves all branches of trade and government officials to have an intelligent understanding of each other's problems and be prepared to plan future administration with some respect to the difficulties involved.

"Present Taxation Measures in Practice Are Glaringly Discriminating Against Retailers"

Says E. M. Trowern, Secretary Dominion Board R.M.A. After Making a Thorough Study of Application of Present Taxes—Blacksmiths and Tinsmiths Both Now Regarded As Manufacturers—Retailers' Suggestions Spurned As the Act Was Put on

By Ottawa Representative Hardware and Metal

EDITOR'S NOTE—From the moment that Parliament placed its stamp of approval upon Hon. W. S. Fielding's 1922 budget, E. M. Trowern, secretary of the Dominion Board, Retail Merchants Association of Canada, and his associaties, have been busy endeavoring to interpret the Sales Tax as it applies to the retailer. In a statement setting forth his observations, prepared for Hardware and Metal, Mr. Trowern among other things finds that:

A perusal of the Sales Tax Act shows a number of glaring evidences of discrimination against the retailer.

Among other things an attempt is being made to make such retailers as are designated as manufacturers pay the tax on the retail selling price of their goods; whereas manufacturers pay only when the goods are sold.

The Retail Merchants Association and other retailers' organizations offered the government all assistance in their power to enable them to avoid any errors or difficulties as far as the application of the act to the retail trade was concerned. These offers were accepted early in the life of the last session but were spurned just before the Sales Tax Act was placed on the Statute book.

Mr. Trowern's summing up of the situation follows:

"OUR CONTENTION has always been that the sales tax should be collected at the source of supply, viz. from the manufacturer and the importer, and from as few channels as possible, so as to save annoyance and expense in the collection of the same. When the sales tax was placed on the Statute Books by the late government in 1921, it was surrounded with a great many annoying difficulties, as far as the retail trade was concerned. The Act itself was poorly drafted, and full of confusion and contradictions. In order to ascertain our position as retail merchants it was necessary to undertake a number of lawsuits, as will be remembered by a large number of retail merchants, in order to have the courts determine the meaning of the Act. We have always frankly admitted that although manufacturers and importers were asked to collect the tax, that in reality all taxes they pay they pass on to the retail merchants, and they in turn have to do the best they can to collect them from their customers.

"What we have always desired, was a clear distinct Sales Tax Act, one that could be easily understood, and easily followed, and one that would not be applied to every small retail merchant in the country.

Withdrew Co-operation

"Before the late government placed the Sales Tax Act on the Statute Books, we approached them, as an association, and offered them all the assistance in our power to enable them to avoid any errors or difficulties as far as the application of the act to the retail trade was concerned. Our offer of assistance was not accepted, and those who drafted the act, and those who administrated the act, together with those who allowed it to pass through the House of Commons and the Senate, created indignation among those who were called upon and compelled to carry out and pay the tax, as it was found in many cases that it cost the small retail merchant more to keep track of the tax than the tax amounted to. This was the very thing we were endeavoring to avoid. When the present Government came into power a prominent delegation of retail merchants waited upon the Premier and upon those members of the Cabinet who have to do with the administration of the Act, and we pointed out to them some of the difficulties we had to contend with regarding its operation. We offered our association's services to the present government voluntarily and agreed to give them any information they might want regarding its operations on the retail trade, and we offered to have our solicitors prepare a draft copy of the necessary amendments to the act, so as to remove any further doubt or confusion that might exist in the act, and thus avoid any further litigation. Our offer was accepted, and our solicitor prepared the amendments, and we waited upon the Minister of Customs and Excise and gave him a copy of our amendments and explained the same to him. After the Budget was brought down we again asked permission to have our solicitor consult with the solicitor for the government, who was drafting the act, and point out to him the clouded and confused manner in which the act was drawn. This request was also consented to, and when the time came for the solicitors to meet, the department withdrew their consent, and the result is exactly what we expected, the introduction of an unintelligible piece of legislation, and more annoying to the trade than ever.

"Every retail merchant knows that the retail problem is a difficult one to understand, even for those who have had practical experience in it. Now nearly every retail merchant in Canada has to face legislation, and is asked to pay taxes under a measure that neither the government itself nor the officials of the department who have the administration of the same can understand or interpret.

"Is it any wonder that the retail merchants in all parts of Canada are aroused, and are determined to make public the manner in which they have been treated? The remedy is in our own hands, let us use it.

Some Confusing Clauses

"The following, in our opinion, are some of the contradictory and confusing clauses in this obscured and muddled piece of legislation:

"The act has been amended very often since it was first passed and no complete copy of the whole act has been printed or can be purchased, and before we could understand what the Act meant it was necessary for us to compile a copy so as to be able to find out its meaning.

"The original intent of the Act, as it was passed by Parliament, although very dense, was to have it apply to manufacturers, producers and importers only, and its application was not intended for retail merchants. Those who administered it, not knowing its intent and having no knowledge of the operations of the channels of trade, read into it all sorts of contradictory meanings and issued rulings, and each time the Act was amended it was made more confusing.

"Under Section 19 B.B.B. of the Act, after referring to the fact that an excise tax of two and one-quarter per cent. shall be imposed, levied and collected on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, there is nothing whatever mentioned regarding retailers paying the

tax, only when they purchase from manufacturers or producers, or manufacture direct, and when retail merchants import direct, their tax shall be six per cent. on the duty paid value. Following this statement, there is a clause which states that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax. This is another indication that it was never contemplated that the tax should be placed on retail merchants.

Pay Tax on Goods When Manufactured

"In order to avoid the enormous cost of the collection of this tax, which would result from collectors calling upon all classes of small retail merchants who manufacture goods to the order of a customer, a clause was inserted in the Act which reads as follows:

> Provided further that the excise taxes specified in Section 19 B.B.B. shall not be payable on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Excise, who shall be the sole judge as to the classification of a business; and
>
> Provided that the tax as specified in this section shall be payable on goods manufactured for stock by merchants who sell exclusively by retail.

"Certain trades which have regarded themselves as retail merchants for years have been told that owing to the above exemption clause being placed in the Act they are to regard themselves no more as retailers, but as manufacturers, and that the clause regarding the making of goods to the order of a customer does not apply to them because the Minister has so declared; and the clause compels some classes of retail merchants to pay a sales tax on goods manufactured for stock and if they sell the goods manufactured for stock they must sell exclusively by retail. The Act does not say whether the goods are to be taxed on the price manufactured for stock or on the price sold by retailers, all pointing out that the original intention of the Act was not to apply to the retail trade, but the Department of Customs and Excise, not understanding the retail trade, became involved in the question as to who is a manufacturer and who is a retail merchant. So far the Department has ruled that florists, printers, confectioners, cake and pastry bakers, and furriers are all regarded as manufacturers. Blacksmiths and tinsmiths are regarded by the Department as retail merchants and do not come under the Act.

"It will be noticed that the sales tax which is paid by manufacturers to the Government is paid only when the goods are sold, not when they are manufactured. In the case of retail merchants who are designated as manufacturers, an attempt is being made to make them pay when the goods are made for stock and not when the goods are sold, and no reference whatever is made in the Act as to what price they shall pay the tax on, and the goods made by the retail merchant may remain on his shelves for years before a sale is made. This is another evidence of the discrimination that is made, and also further evidence that the original intention of the Act, which was that the tax should be applied at the source of supply, viz., the manufacturer, producer, and importer, has been departed from, and in so doing the Act is so complicated that no one, not even the courts, are able to state what its real meaning is.

Retailers Cannot Collect

"It must be borne in mind that there are a large number of goods manufactured in Canada, as well as in foreign markets, upon which the manufacturers fix the retail selling price. These prices are usually printed in catalogues, and, in a large number of cases, are printed on the packages and on the articles themselves. With the addition of the sales tax to the retail merchant's cost, and with the selling price fixed by the manufacturer, it means that the sales tax must come directly out of the retail merchant's profits, as it cannot in any way be added to the cost and collected from the customer. This is merely mentioned to show that retail merchants are more than shouldering their share of the sales tax, without having to be annoyed and harassed by collectors and auditors for the collection of the small tax on a few articles they may manufacture.

"Is it any wonder that retail merchants all over Canada are aroused by this stupid and muddled system of tax collection?"

Many Hardware Price Revisions In Maritimes

Bank Clearings, Lumbering Activity and Agricultural Reports Indicate Decided Turn for the Better in Trade—Tenders for Paint Called by Various Municipalities

ST. JOHN, N.B.—The St. John bank clearings continue to show an increase over last year, and there is no longer any doubt but that there is a turn for the better in trade, although merchants are not expecting a rapid recovery. Lumber is moving more rapidly this year, and the agricultural outlook is good. Salmon and mackerel catches have been large. During the last year a mining engineer has been prospecting in New Brunswick and as a result samples of gold quartz, sheet mica, graphite and blue and yellow clay have been sent to the Department of Mines in Ottawa to be assayed. Building permits in St. John for the first six months of this year totalled about a quarter of a million dollars. Several tenders for painting are being called for by towns in the maritime provinces for the painting of public buildings. Local dealers attribute this to the "Save the Surface" campaign, which has caused school trustees, councillors, etc., to realize the economy of keeping the city's buildings in good condition.

This week there has been several important reductions in hardware lines. Jobbers are quoting the trade game traps at a substantial reduction. Victors No. (0)—1.90; (11/2)—2.70; (2)—3.70; (3)—6.25; (4)—7.60; (91)—2.80; Star and Jump No. (0)—2.50; (1)—2.80; (1½)—4.05; (2)—6.25; (3)—8.45; (4)—10.00. Mrs. Potts Sad Irons have been reduced substantially, prices quoted this week are $1.75 in case lots against the former price of $2.60, and $1.85 in less than case lots against the former price of $2.70. These are the largest reductions that have been made in any hardware line recently, excepting perhaps the last reduction in aluminum ware, but stocks were pretty low.

Reduction in Cement

Cement is now being quoted as follows: F. O. B. cars (250 bbls.) $4.00 per bbl.; less than car load lots, $4.55 per bbl. The old price was $5.90 per bbl. less than car lots. This new price will no doubt have its effect on building activities, and considering that several large contracts have been let already, the various builders will reap the benefit. Bread mixers have also seen a good reduction, No. 4 being quoted at $31.00 and No. 8 at $41.00. There has been a slight reduction in the price of oil clothing, but not amounting to more than three to five per cent. Five and six inch stove pipe elbows are quoted at $2.12 net., and seven inch at $2.38 net. Blue vitrol in casks, nine cents, less than casks, ten cents. Arsenate of lead 39 cents; arsenate of lime 32 cents.

A large contract has been let by the New Brunswick Electric Power Commission for the clearing of a way for the transmission line from St. John to Moncton, and will employ a good deal of labor. The Provincial Minister of Public Works estimated the damage by the recent floods to the roads and bridges in the province at a sum of no less than $150,000, but the flood, however, quickly subsided, and the damage to the crops is not serious, being confined to small areas beside the St. John river along some parts of its course. The cut worm, potato bug and tent-caterpillar are more active this year, and the farmers are kept busy fighting them, resulting in a heavy demand for Paris green, etc.

New Policy on Vacation

During the past week St. John hardware merchants have been featuring lawn mowers, sporting goods and automobile accessories in their daily advertising. The vacation season is in full swing in the maritimes, and many of the houses are operating with about one-half of their regular staff.

Continued on page 36)

Summer Tourists Getting on the Move

Ontario Motor League Advises Hardware and Metal that 117,000 Motor Tourists Expected in Canada From the United States this Summer—Will Require Many Auto Accessories and Other Hardware When Far From Home

EDITOR'S NOTE:—Hardware and Metal is advised by the Ontario Motor League that approximately 117,000 motor tourists are expected to visit Canada from the United States during this summer. This is based on the natural increase over past years and having in mind the volume of information asked for concerning touring conditions in Canada. Joined with the mass of Canadian motorists who spend holidays on tours there will be a big body of motorists continually on the move this summer. The hardwareman in a prominent location who does not take steps to secure some of the business which these tourists will transact is passing up a valuable opportunity.

PRACTICALLY every highway in Canada for the next three months will be crowded with tourists from the four points of the compass. This is the time of year when the lure of the open road has an irresistible appeal to motorists.

Each year sees this traffic growing and localities turning their thoughts more and more to its commercial possibilities. Motor camps for the accommodation of tourists are being established, but not in anything like the numbers the traffic would seem to demand. Activity in this connection is noticeable in Ontario and British Columbia. There are at least four camps in Ontario where motorists can pitch their tents and be accommodated with hot and cold water free of charge.

According to figures furnished by the Department of Customs over 93,300 cars entered Canada during the calendar year of 1920. Of these 1,800 registered for more than one month and 91,500 for a shorter period. Allowing an average expenditure of $15 per day, including gasoline and equipment charges, etc., for the first class of car and an average length of stay of thirty days, this traffic amounted to $810,000, while the second class of car, on a basis of an estimated expenditure of $25 per day for seven days, was $16,000,000, or $16,810,000 in all. That is, the motor highways of Canada brought in during 1920 a foreign revenue equal to the above sum.

Linking up closely with window displays of automobile accessories, camping equipment, etc., to interest summer motor tourists. W. H. Thorne & Co., St. John, N.B., devote one side of the most prominent showcase, near the store entrance to automobile accessories. It is realized that to get this business in competition with other dealers, the hardwareman must do everything possible to show the prospect that he can supply automotive equipment. This showcase revealing a complete range of up-to-date equipment and including a number of new lines of interest to those who drive cars sells a great deal of equipment to motorists throughout the year.

And Canada's resources in this respect have only begun to be developed. American citizens are finding in our great country a playground with unlimited possibilities.

Over and above the foreign tourists, thousands of Canadians take to the highways in search of pleasure, health and recreation. They motor north, south, east and west, for a radius of hundreds of miles and wherever they go they buy from somebody and somebody sells to them.

What It Means to the Dealer

What does all this mean to the hardware dealer? It may mean much or little, according to the dealer's own attitude. Some dealers have recognized the business potentialities of this tourist traffic and have increased their profits accordingly. But others are still overlooking this trade and conducting their businesses as if it didn't exist. True, they sell the odd spark plug to the transient motorist but it finishes at that.

The store situated on a popular and main highway has a strategic advantage over the store on a street less frequented by motorists. A good location is of great importance and simplifies the problem of the dealer desirous of catering to tourists, **but the dealer on the side street can do a great deal to put his service on the main highway and attract his share of the business.**

The first thing the dealer must do is to give the best possible service, charge fair prices and in every way do all he can to create confidence in his establishment in the minds of the motoring public. Some dealers have made a practice of overcharging tourists and think it does them no harm. But they forget that tourists are clubby people who like to foregather at the crossings and small villages to talk things over. In exchanging experiences of roads, hills, detours, etc., they are not likely to forget to mention the hardwareman who charged too much for that tire, or for putting in a new supply of oil, etc. You can bet when the other fellow passes through that man's town, he is not likely to buy the spare tire or extra spark plugs from the man who has the reputation of overcharging.

A Hardwareman Selects His Radio Stock

Personal Experience in Operating Radio-Phone Receiving Set Described as Best Method of Judging Requirements of Average Enthusiast — Standardization of Equipment Desired Before Handling on Wholesale Scale

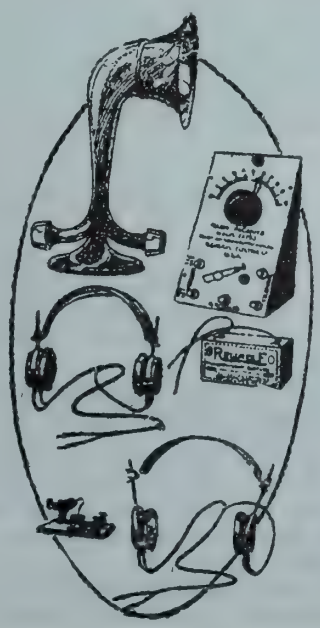
THAT extreme care should be displayed by hardware merchants when installing stocks of radio equipment, is the opinion of the manager of the retail department in one of Toronto's largest downtown retail hardware stores, as expressed to Hardware and Metal. One of the chief reasons for this was the fact that a great deal of equipment or parts are being placed on the market which hamper the retailer to some extent in this new field and which are difficult to sell. It was stated that the majority of radio amateurs have now passed from the elementary to the experimental stage, and generally know their requirements as to parts and repairs. To stock indiscriminately therefore, gives an experienced radio enthusiast the opportunity of choosing freely from supplies which often represent the investment of a considerable sum on the part of the merchant, a situation which leaves the unpopular and slow-moving lines on the shelves of the merchant.

In this particular store, it was noted that the small complete crystal sets, together with such accessories as copper wire, aluminum, binding posts, and miscellaneous items, comprised the chief stock. It was explained that no attempt had been made to get beyond this stage as they were awaiting the development of radio sets and equipment to the stage where they would be in a position to guarantee the supplies handled. This was expected to be in a comparatively short time, as so many experiments were being made at the present time, that it was considered improvements were bound to arrive.

Standardization Expected

When the radio-phone industry can be more or less standardized and the merchants can concentrate on a particular line and give satisfaction to their customers, it was thought that this class of equipment would be handled in a wholesale way. It was not considered feasible to job radio accessories at present, however, due to the miscellaneous types of both sets and parts on the market and the lack of standardization in the producing field.

"There are two distinct fields in the merchandising of radio equipment, which should be so classified by the hardware merchant. One is the city, or locality where a broadcasting station is close at hand, and the other where those 'listening in' are situated considerable distance from a transmitting centre such as the smaller towns and country districts. Dealers in cities like Toronto, are able to handle the smaller complete set with good success, because the radius required is comparatively small, from thirty to fifty miles. In the country, however, it was the more expensive and better developed equipment which was required, and here it was noted that the demand for minor sets has been subsiding."



Personal Experience Needed

That the amateur will frequently commence his experiments with a small set and gradually aspire to larger realms and improved equipment on a larger scale was admitted to be generally the case. From this situation, therefore, the conclusion was naturally made that some one in the store where a radio department was installed should be thoroughly conversant with the field, especially to the extent of having an operating a set, either at home or in the store.

"While no great knowledge of electricity or the basic principles of operation are required to successfully merchandise this line, yet experience was a great teacher in radio-telephony as well as in anything else. Therefore, to have the advantage of experimenting enables the merchant to keep pace with the progress in the industry and he will then be able to select a stock which will provide satisfaction to his clientele and profit for himself."

It was again admitted that the initial interest in radio supplies in this store was aroused through the numerous calls for copper and bronze wire, insulators, condensors, headsets, batteries and switches. Supplies of this nature had been followed by the complete sets of small radius, and while larger sets would be considered in the near future, their present efforts are concentrated on establishing such equipment as can be enthusiastically recommended to both dealers and merchants, from the viewpoint of satisfaction and service.

Retailers Openly Oppose Receipt Tax

Convention of Eastern Ontario and Ottawa District Branch R.M.A. Passes Resolution Authorizing Dominion Board to Fight Tax on Receipts—Many Merchants Unaware of Nature of Receipts To Be So Taxed

BROCKVILLE, Ont.—Two hundred retail merchants, representative of various lines of trade in Ottawa and many parts of Eastern Ontario, assembled in convention in Brockville, Ont., on Wednesday, afternoon unanimously endorsed the receipt tax resolution shown on this page. It was moved by A. D. Carscallen of Tamworth, and seconded by L. N. Poulin of Ottawa.

Thanks to the organizing ability of J. C. Campbell, secretary of the Eastern Ontario district, and to the valuable assistance rendered by the Brockville committee, the convention arrangements were carried out without a hitch. The attendance was good and the delegates entered enthusiastically and earnestly into the discussions. The chair was occupied by Henry Watters, president of the Eastern Ontario district association, and a lengthy but enlightening exposition of the Sales Tax Act was given by E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada.

In the evening a banquet was held in the town hall, and the business part of the programme was concluded Thursday morning.

The Brockville committee in charge of arrangements consisted of: A. M. Patterson, chairman; H. W. Gilhooley, vice-chairman; H. J. Muldoon, secretary, and William Rhoades, treasurer.

Let Businessmen Run the Country

The spirit manifested throughout the meeting was that the government should step aside and let businessmen run the business of the country. There was altogether too much interference with trade.

The delegates were welcomed by Mr. Patterson, who expressed the hope that the day was close at hand when every retail merchant in Canada would be identified with some branch of the R. M. A. He said it was in their interests to do so.

Mr. Trowern confined his remarks entirely to taxation matters. It was one of the most important and perplexing problems with which the association had to contend. The difficulty was that legislation was being introduced from time to time by men who knew absolutely nothing about business. In his opinion taxation should be simply to raise revenue, and for no other purpose. He said there were at present ten systems of taxation, all of which were tumbling over each other and costing the country thousands of dollars. There was not even a vestige of system about it. He compared the government plan with that of the Retail Merchants' Association, where one assessment was made for all purposes.

Mr. Trowern thought Canada was too sparsely populated to have any cumbersome system of taxation. The time had come when it was up to the retail merchants to stand up to the government and demand their rights. There was no use waiting for another change of government, for one party was as bad as the other. "I would tell the politicians to step aside," he said, "and leave the business of this country to businessmen."

"Whereas in the opinion of this convention the placing of stamps on all receipts of ten dollars and over for the purpose of raising revenue is an unnecessary and annoying arrangement and one that will fail to accomplish the object in view, we recommend that the tax be abolished, and request the Dominion Board to take the matter up with the Government."

Judges Cannot Understand It

The speaker then proceeded to show the density of the act. Even the judges could not understand it. He was prepared to give one hundred dollars to some charitable institution, if anybody could explain to him what the Sales Tax Act meant.

Reference was next made to the classification of certain retail merchants as manufacturers, and Mr. Trowern pointed out that it was only after a great struggle that the government was induced to exclude certain retailers from this classification. These included blacksmiths and tinsmiths, but there were still a number who were being unjustly placed under that classification, and therefore there was still a big fight ahead.

"I tell you," said Mr. Trowern, "that we have got to be consulted before the government puts over any more such freak legislation."

"It is not the people who are running this country, but the officials of the various government departments."

Receipt Tax

Following Mr. Trowern's address, there was a discussion of the receipts tax with the subsequent adoption of the resolution quoted above. From the discussion, it was seen that the delegates were very much at sea as to the government's intention in this regard. Some were under the impression that all retail merchants were obliged to give receipts whether they wanted to or not, and some could not make out, from the wording of the Act what a receipt constituted. Mr. Trowern said his impression was that a receipt was any slip of paper upon which an acknowledgment of purchase was made, whether it was only an ordinary scrap of paper or a regularly printed receipt.

Hardware and Metal's representative pointed out that the department had not yet made any hard and fast rules. He had been informed by a high official that it was the intention in the near future to draft regulations governing this section, and until these were forthcoming it was only guess work to say what would and would not happen.

However, it was the general opinion that it was a clumsy piece of legislation and should be struck off the statute books before it had any opportunity of doing the harm it was bound to do.

Last Minute Doings at Brockville

AS we go to press the following wire is received from Hardware and Metal's representative at the convention of Eastern Ontario retailers at Brockville.

Resolutions adopted on Thursday are as follows:—1. Request to the government to redraft the Sales Tax so its meaning will be better understood.

2. Convey to the government our regret that the legislation so carelessly drafted has been allowed to pass the House and Senate.

3. Request Dominion Board to have all advertisements referring to co-operative societies, farmers' clubs and chain stores carefully scrutinized and to prosecute firms using false and misleading advertisements.

4. Request Dominion Board to strongly oppose proposed bill which would prevent manufacturers fixing prices on their product. Most members favored price fixing by manufacturers as long as sufficient spread was allowed.

It was the unanimous opinion that the provincial legislature was attempting to obstruct retail merchants from carrying on their business in a legitimate, honest and straightforward manner.

Tools as Hot Weather Labor Savers

In a number of retailers' demonstrations which have been arranged recently in various parts of the country, tools have figured prominently in the windows of hardwaremen. The fact that there has been much new construction undertaken this year combined with the tendency of many persons to do some fixing up while on their vacation, makes it valuable to show tools at this time of year. An increasing trade in tools is being worked up among householders, and though the weather is warm there is much work undertaken at this time of year. Good tools might be featured as labor savers in the hot weather for they truly save much laborious work. Above display shows how Prichard's Hardware, Toronto, linked up with a retailers' pageant consisting of a parade and special "buy-at-home" effort, and many tools were sold from this effort.

DOMINION SHEET METAL CORP. EXTEND PRODUCING CAPACITY

Hamilton, Ont.—Dominion Sheet Metal Corporation Ltd., will have additional equipment in operation by August 1 which will enable the production of 30 tons per day more of galvanized sheets than at present, or an addition of 50 per cent. to production. This firm has been operating in full at the rate of 60 tons per day since March 1 and in view of the continued demand and the good crop prospects, the additions to equipment have been made. This will give this producer practically 2,000 tons per month or 24,000 tons production per annum.

Discussing the extensions A. T. Enlow, president, stated that this increase will probably curtail the volume of imported galvanized sheets as only limited production of the domestic article has enabled such import business to be conducted. Mr. Enlow attributes the active business in galvanized sheets to the fact that prices are lower and as a result the old time demand is beginning to reassert itself, and a fair reduction in freight rates will make business extremely active in this line.

UNVEILING AND DEDICATION OF LYSAGHT'S WAR MEMORIALS

Word is received by Hardware and Metal of an interesting function in England when S. R. Lysaght, of John Lysaght Ltd., represented in Canada by A. C. Leslie & Co. Ltd., Montreal, presided at a gathering of the staff of Messrs. Lysaght's Bristol Works in the main yard of the St. Vincent's Ironworks department for the dedication and unveiling of three memorials to employees who died during the war. The Archdeacon of Bristol officiated. S. R. Lysaght, who presided, was supported by Messrs. W. R., D. C., and H. R. Lysaght, H. G. Hill, W. Trimmer, S. A. Futnam, secretary, H. A. Hankey, A. Sharman, Mitchell and J. Sharman. In a fitting manner Mr. S. R. Lysaght referred to the splendid example set by the workmen in volunteering for war service, pointing out that when conscription came there were few men at Lysaght's to be enlisted.

BUSINESS MEN PLAN PICNIC

The Business Men's Association of Danforth Avenue, Toronto, of which J. C. McFadden, hardware merchant, is an official, are holding a monster picnic at Withrow Park on Civic Holiday, August 7. Last year this picnic was one of the biggest demonstrations held in the district and did much to further interest in local stores. It is expected that 30,000 people will attend the picnic this year and a big program of sports, radio concerts, etc., has been provided.

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Increased Use of Labor-Saving Devices

THE OUTSTANDING need for labor saving devices and the increasing market for these devices is well indicated in some statistics which have just been compiled. On the basis of latest census returns it is shown that in ten years, during which our population greatly increased, cooks decreased in number 21.5 per cent., chambermaids 26 per cent.; maids of all work 20.5 per cent.; home laundry workers 25.7 per cent. and the home dressmakers 47.5 per cent. On the other hand the increases in the number of women employed in wage-earning occupations and in the professions has greatly increased, for instance the number of teachers has increased 26 per cent.

Both from the standpoint of labor saving machinery in the home curtailing the amount of drudgery incident to housekeeping and from the standpoint of production of labor saving machinery, these figures are significant. As the domestic passes there comes a bigger-market for labor saving machinery, such as vacuum cleaners, washers, small electric appliances, dish-washers, etc. Evidence that the increase in production of such machinery and appliances has increased in proportion is found in the fact that in the ten years in question the number of mechanical engineers increased 160 per cent.; machinists 83 per cent.; electricians 77 per cent. and technical engineers 53 per cent. It is evident that a fairly large number of these men are making home appliances. The rewards of household work were never so high as today but despite this labor saving devices are receiving a bigger call. The housewife's necessity has been the mother of invention in the field of labor saving devices and the improvement which has been made in such appliances has found for them a permanent and increasing market.

Canada's Iron Deposits

THE STATEMENT made a few days ago by Mr. Jones of the Algoma Steel Corporation, to the effect that pig iron could be produced from Canadian ore for $1.57 per ton less than from American ores introduces a subject of much interest to the metal industry in Canada. There are undoubtedly many problems involved such for instance as concentration, and it would seem necessary for the government to subsidize ore production until such time as an iron industry can be built up and private capital interested. One thing is certain, that Canada's iron resources are ample to warrant the encouragement of mining. The Loon Lake iron range has an estimated quantity of 25,000,000 tons of ore. The Mattewan and Kaministiquia ranges have 150,000,000 tons, the Atikoken range 25,000,000 tons, the Nipigon and Long Lake ranges 100,000,000 tons of magnetic ore. For some years mining men have endeavored to secure a small subsidy, for the cost of doing some concentrating of the low-grade ores. However, as long as ore can be obtained as cheaply as it is from the United States no action was thought necessary. However, U. S. deposits are said to be thinning out and the day may come before long when the U. S. industry will have to turn to Canada for iron ore as is the case now with pulpwood.

Licenses for Cheque Tax

MERCHANTS and business people generally will be interested in the circular that has been issued by the Department of Customs and Excise at Ottawa, relative to the increased stamp tax that comes into force on August the first. As amended on June 12, and previously referred to in these pages the stamp tax on cheques is now two cents for every unit of $50 up to $5,000, making the maximum tax $2.

According to the circular, embossed cheques will be issued to licensees subject to certain conditions. A licensee, for instance, will be required to keep an account in which shall be entered at the time each cheque is drawn particulars of the cheque, showing the serial number, the date of issue, the amount and sum due as excise tax thereon. A separate account, it is pointed out, should be kept for each bank or branch of a bank on which the licensee draws cheques. On or before the fifth day of each month the licensee must forward to the government the amount of the tax on all cheques for the preceding month. Embossed cheques cannot be cashed if drawn by other than the licensee.

The idea of the government appears to be that of convenience for merchants and business concerns. By the issuance of licenses people writing a large number of cheques in the conduct of their business will be saved the bother of affixing stamps to each one. Keeping monthly account of the amount expended in cheque taxes, and paying it at a fixed date each month, adherence to the stamp tax law will be greatly facilitated.

Nothing is said of any compulsion on the part of individuals to take out these licenses, and it would seem that doing so is entirely optional. According to a banking authority it is merely to make it easier for the large user of cheques, to carry out the new regulation. Retailers using a considerable number of cheques in the course of a month, it would seem, would be benefited by the license system. In this way they would know definitely their expense in this regard and be able to figure it accurately in the cost of doing business.

Canada's Iron Deposits

PUTTING yourself in the customer's place is a thing that a merchant or a clerk can very often do with a good deal of advantage to himself. Getting the customer's viewpoint will help one to increase service to the customer, and will result in cementing more closely the proper relationship that should exist between merchant and customer.

Realizing that he is the servant and the customer is the master of the situation, the merchant must be prepared to hear criticism and perhaps complaints, in a patient manner, and at times be open to a certain amount of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. A tactful control will win its own reward.

B. C. Retailers Meet in Convention

Merchants From All Over the Pacific Coast Province Gather in Victoria Where Work of the Past Year Is Reviewed, and Lines of Endeavor Outlined for the Next Twelve Months—Thirteen New Branches Added to R.M.A.

By Staff Correspondent of Hardware and Metal.

VICTORIA, B. C., July 19.—Delegates representing the thirty-three branches of the Retail Merchants Association of British Columbia gathered here last week to the number of nearly a hundred for the fifth annual convention of the association, when the president, J. T. Crowder, welcomed them on behalf of the executive of the association. For the first time since its establishment in this province, he said, the Retail Merchants' Association was able to speak with a voice which carries the weight of numbers, and the programme set before the members was one of far reaching influence on the destinies of merchandising in this province, and on the prosperity of the retail trade of British Columbia.

Secretary's Report

G. S. Hougham presented the secretary's report.

Referring to the period of industrial uncertainty which has passed since the convention last met in Duncan, a year ago, Mr. Hougham said that in Canada "the steady deflation of values, coupled with the change of government at Ottawa, involving uncertainty in the fiscal policies of the Dominion of Canada, plus widespread unemployment, has meant a testing time for business men which is not yet at an end."

He stated that the association in this province has been passing through a time of exceptional growth nothwithstanding. Last year at this time the membership stood at 882; at the end of June last it stood at 1,176, distributed in the membership of thirty-three branches, making a net increase of 294. Thirteen new branches have been added to the list during the year and other centres are in line for an organization at an early date. Changes had been made in the provincial office arrangements of the association, and the segregation of this office from the Vancouver branch had made it possible to give more attention to the outside branches than was formerly possible.

Dealing with the resolution which will be presented to the convention today, Mr. Hougham emphasized the importance of that covering the personal property tax. He stated that a campaign had been instituted against this tax by the executive of the association throughout the province.

Shops Regulations

Another important resolution which would concentrate the opinion of the members on political issues that affect the retailers in this province and which will be dealt with by the convention, Mr. Hougham pointed out, was that

J. T. CROWDER

dealing with amendments in the Shops Regulations Act, compelling places of business carrying more than one line of goods to segregate that portion of their goods which they could not sell after hours prescribed in the Weekly Half-Holiday Act.

Comment was made also on the action that had been taken and which was proposed by the executive regarding the standardization of trades. It was felt that some sort of recognized standard should be established to define retailers. Some effort along the lines of persuading wholesalers to sell only to retailers had been made during the year, and in one case the wholesaler had notified the association that they had ceased to sell to any but legitimate retailers.

Mr. Hougham stated what had been the action taken by the executive in co-operation with the various branches regarding the immigration policy of the country, and the exclusion of Orientals from British Columbia. He said that an opportunity had presented itself for the exertion of the influence of the organization when W. G. McQuarrie, K.C., M. P., presented his resolution to the House at Ottawa calling for total exclusion of Orientals entering Canada in future.

Other matters touched upon by the report were the necessity for amendments in the Bankruptcy Act and collective buying, and other important matters.

New business for the association's consideration was suggested along the lines of some method of keeping a record of the removal of householders from place to place for the protection of retailers extending credit.

An Indication of Service

Mr. Hougham said that the report as presented by him was a record of accomplishment of things attempted, but it was interesting also as an indication of service demanded by the membership in their respective trade sections and collectively. The programme as outlined is one that is constructive, he said, and is an answer to the criticism that the retail merchants are prone to offer something in their convention that is intangible and idealistic. The executive has recognized that the time has arrived when more attention should be given to practical service, because the foundation of the organization has now been laid and there is not the same need for attention being given to the adding membership to the branches.

The president, J. T. Crowder, in giving his report to the convention after that of the secretary, urged that a policy of rigid economy should be followed by the Provincial Government, and he proposed that a resolution on the subject should be brought before the convention. The resolution, which he read, was as follows:

"Be it resolved, that this meeting, having duly considered the grave financial position of the Province of British Columbia, pledges itself to support a policy of rigid economy, and to submit cheerfully to any inconvenience arising from the curtailment of all public services that the government may, in its wisdom, impose, and

"Be it further resolved, that this meeting absolutely condemns any representations to the government, involving additional expenditure of public funds, on the part of any city organization or community until such time as the finances of the province have been placed on a solvent basis."

Continuing his report, Mr. Crowder said:

Work for Sections

"Most of the R. M. A. activities in future should be conducted through the trade sections, functioning through a provincial chairman with a vice-chairman and possibly a second vice-chairman, in every locality for every trade section. The branches should continue to function by having as their officers the local vice-chairman, who could elect a presiding officer for the year. All expenses for local activities would be met by local provincial fees.

(Continued on page 36)

Protecting Retailers Against Freight Overcharges

Another Hardware Manufacturer Adopts Plan of Classifying Shipments According to Official Tariff and Noting Rate Applying on Bill of Lading—Affix Forms to Invoices and Bills of Lading.

BEARING out the action of other manufacturers for the protection of retailers in regard to freight charges, as outlined recently in Hardware and Metal, Thos. Davidson Mfg. Co., Ltd., Montreal, have made arrangements for the protection of retailers against overcharges on freight shipments. Discussing the subject J. Flack points out that since the inauguration of this service the Traffic Department of the firm has saved customers from making many overpayments on freight bills.

"We recognized the fact that railway companies are subject to the human equation and are just as liable to make as many mistakes in the application of rates as the ordinary person does in other things. To overcome this natural failing we always fill in on the copy of Bill of Lading the correct classification and freight rate applying on each line of goods shipped and also prove the authority for the application by giving number in the Official Tariff," said Mr. Flack.

This firm make use of two forms in the shape of stickers printed on green paper. The first of these forms is attached to the invoice and reads, "Recognizing the extreme importance of the application of correct freight rates on all outward shipments and desiring our customers to make our Service Dep't as effective as possible, we suggest that you carefully check and examine your freight expense bill before paying the charges demanded. For your guidance and protection you will find the correct freight rate as applied on the proper classification plainly shown on the copy of Bill of Lading which accompanies the attached invoice. The official authority for the classification and rate is also shown. Should discussion arise at destination as to the legality of the rates applied, communicate with our Traffic Service Dep't at once giving full particulars and the desired information will be forwarded promptly."

The form affixed to the Bill of Lading reads, "FREIGHT CHARGES. Do not pay higher rates than shown in the rate column on this Bill of Lading. Official authority for classification and rate is Tariff.—(C. F. C. 16.)"

The Bill of Lading lists the various products of the firm and provides three columns first Weight (subject to correction). Class or Rate and Check Column. Entries are made in these columns by the shipping department of the firm and it is then plain to the retailer just what his charges are and how these charges are arrived at with references to the official tariff.

Reduced Prices on Rope and Cordage

Pure Manila is Two Cents Per Pound Base Lower, Beaver or New Zealand Hemp, Sisal and Lathyarns One Cent Per Pound Less

FOLLOWING a fairly active season manufacturers and distributors of all kinds of rope and cordage, with the exception of cotton, announce a reduction of varying extent. Best manila rope is two cents per lb. base lower in price with the usual extras on smaller sizes. Beaver or New Zealand is one cent less with the same extras applicable, also sisal rope. The various lines of hemp rope have new lower net prices, the reduction on these varying from one to four cents per pound.

Manufacturers state that a fair season has been in evidence during the past months, and while there was room for further improvement, sales were ahead of last year. Now that the season is drawing to a close it was considered the most opportune time to adjust prices, stocks in the hands of both jobbing houses and retail merchants being usually at a low level after the busy months of spring and early summer. Dealing with costs of raw materials and causes for the present price decline, one local manufacturer described the undertone of the market as a little stronger at present than it was some weeks ago, but in an endeavor to reach as low levels as possible, and in the hope of placing the rope market on a steady basis during the ensuing months the present announcement was made. Hemp was on an easier trend up until a few weeks ago but has since stiffened a little. Jute has also slightly advanced in price recently, while manila has been quite steady for some months past.

Competition from overseas has also been a prominent factor in the market, shipments arriving at price levels that were lower than on the domestic product. It will be remembered that importation of binder twine early in the season from Ireland played an important part in the market for this product at that time.

MARITIME PRICES

(Continued from page 29)

found by one or two of the large organizations that it is better to let as many of the staff go away at one time as possible, and thus shorten the period of shorthandedness as much as possible. It used to be that a firm employing a number of salesmen would be shorthanded owing to vacations for several months, but under the new system about two months will give every employee his vacation.

Lumber Prospects Brighter

In a recent interview Senator N. Curry of Amherst, N.S., stated that prices for lumber had stiffened somewhat, and prospects were brighter in this line than they had been for two years. Stocks of lumber on hand at present date would not be over fifty per cent. of what they were a year ago, and in three months, time they would not be more than one quarter of what they were a year ago. The fishermen of Nova Scotia had had a most successful year, the mackerel catch alone being worth over $2,000,000. In the manufacturing lines there were to be seen indications of brighter days ahead. The car works of Amherst were not doing much, only the wheel shop being in operation. Woodworking factories are busy. Senator Curry stated that freight rates would have to be further reduced before the manufacturers of the maritime provinces could run their plants to full capacity, and that in his opinion the only way to bring down excessive freight rates was to bring down the high labor costs on the railways. He claimed that the mileage system of payment was responsible for making the average working day of a railroad man between four and five hours, and that it was very necessary for the economical working of the railroads that a man do a full day's work for a day's pay

B. C. RETAILERS

(Continued from Page 35)

"The work of the B. C. Board should be carried on by the provincial executive of five officers, assisted by a larger and advisory committee, consisting of provincial chairmen of trade sections or their alternatives, with these delegates so selected that each locality would be represented. This larger executive should meet five times a year if possible (say every sixty days, not including the annual convention). These meetings to be held at the provincial office. The provincial executive should have complete authority over all R.M.A. activities in this province, subject to the authority of the provincial board. The provincial executive officers should not hold office in trade sections or locals.

"The members of this association should hold themselves in readiness to assist in showing the Honorable Charles Stewart the conditions affecting the Oriental problem of B. C., or to co-operate with the provincial office as required.

"All Dominion board meetings should be held at Ottawa," said the speaker.

Events in the Trade

NEW FIRMS

Brantford, Ont.—West Brant Hardware has opened with an up-to-date store in West Brantford at 82 W. Colborne St., having a complete stock of general hardware, paints and oils, poultry supplies and sporting goods. A cash business will be done.

OPENS NEW HARDWARE

St. John, N.B.—While some merchants are talking about hard times, there is one St. John merchant who has seen fit to enlarge his business premises considerably. While passing down Charlotte Street, St. John, N. B., the representative of Hardware and Metal was attracted by a fine new store, occupied by W. B. McDonough, who conducts a hardware, plumbing and heating business. Mr. McDonough has recently moved into these premises from very small quarters, and hardware is a new line he has added to his former business. With the exception of some of the jobbing houses, who also conduct a retail business, the McDonough store is one of the largest and most up-to-date hardware stores in the maritimes, with large plate glass windows, polished floors, modern fixtures, steel ceilings, etc. One of the first things Mr. McDonough did when opening up his store was to put in a good stock of paints, and also to devote one of the large windows solely to paints and varnishes. He has put in a very good stock of general hardware, displayed in attractive style, and reports business active.

OBITUARY

J. B. A. Aubry, president of A. Aubry & Sons, Limited, tinware manufacturers, Montreal, died at his home in that city on Thursday of last week.

Mr Aubry entered the tinware business in 1887, at which time his father, Alphonse Aubry, was president of the firm. In 1908 his father retired and Mr. Aubry succeeded him to the position he held at time of death. He was a governor of Notre Dame Hospital, a member of the Chamber of Commerce, Board of Trade, Canadian Manufacturers' Association, Royal Arcanum and the Automobile Club of Canada. He is survived by his wife, three sons, and two daughters, also his father.

PERSONAL

Mr. Bass of the Williams Stove Lining Co., Taunton, Mass., called on the Montreal trade this week.

D. G. Carter has been appointed sales-manager of Lewis Brothers, Limited, Montreal. Although a young man Mr. Carter has had a wide experience in the hardware business, both wholesale and retail, recently holding the position of assistant sales-manager of the above firm. Under a new arrangement the sales department of this firm has been divided into two separate departments, and Mr. Carter will have charge of the trade of English-speaking communities, while D. Deschamps will supervise sales to French-Canadian territories. Mr. Deschamps was assigned to this post earlier in the year.

DOMINION INCORPORATIONS

The Whitecross Co. (Canada) Ltd., head office Montreal, capital $25,000 to manufacture rolled and drawn steel and iron wire, galvanized and barbed wire, cables, nails, rivets, netting, fencing and other wire products

Radio Manufacturers and Distributors Ltd., capital $250,000, head office Toronto, to manufacture and deal in electrical and radio apparatus.

ONTARIO INCORPORATIONS

A. Chown & Co. Ltd, head office Kingston, Ont., capital $200,000 to manufacture and deal wholesale and retail in hardware, auto accessories, etc. A. F. Chown, P. B. Chown, F. J. Pound, manager, are among the incorporators.

Kerr Hardware Ltd., head office Dundas, Ont., capital $40,000 to conduct wholesale and retail business in hardware, plumbing, etc.

Lighting Fixtures Ltd., head office, Toronto, capital $40,000 to manufacture and deal in electrical goods, radio supplies, etc.

S. C. JOHNSON CO. MAY ERECT NEW PLANT

Brantford, Ont.—The S. C. Johnson Company, Limited, varnish and wax manufacturers, of this city will probably erect a new $100,000 plant in the fall. Additions are now being made to the present factory at a cost of about $25,000. The improvements at the Johnson plant, along with the Scarfe varnish works here, will make Brantford an important varnish-making centre

FORD BRANCH IN CALGARY

Calgary.—The Ford Company have started the erection of a branch wholesale house in Calgary to cost $150,000. It will be a two-storey structure, with a full-sized basement, and will be built of reinforced concrete, faced with brick.

NEW REPRESENTATIVES OF BRIDGEPORT HARDWARE IN CANADA

The following firms are now representatives of The Bridgeport Hardware Mfg. Corp., Bridgeport, Conn., in various parts of Canada:—Western Canada, Sutherland Bros., Confederation Life Building, Winnipeg; Ontario, H. A. Harrison, 220 King St. W., Toronto; Quebec, Hubert B. Johnston, 92 Dominion Ave., Sherbrooke, Que.

NOW KNOWN AS FOWLER SPRING CO.

St. John, N.B.—G. Wilford Campbell has disposed of his interests in the firm of Campbell and Fowler, and the company has reorganized under the name of the Fowler Spring Co., Ltd., and will carry on the manufacture of automobile and truck springs. In the near future it will add the manufacture of bumpers. They are discontinuing the manufacture of axe and edge tool lines.

MT. DENNIS HARDWAREMAN ROBBED

Four brilliantly garbed gipsy women and a man, traveling in a touring car, visited Mount Dennis, Ont., and are now in jail on charges of alleged thefts.

At 10.30 the women called at Beattie's hardware store and requested to be shown some teapots. While three of the women were examining the various dishes, the fourth, it is alleged, concentrated her undivided attention on the cash register, which was open at the time. After leaving the store it was found that $13 was missing.

ANNUAL PICNIC OF N. SLATER CO. LTD.

Hamilton, Ont.—The third annual picnic of N. Slater Co. Ltd., to Wabasso Park, was a great success from every standpoint. There were nearly five hundred persons present and with such a gathering a splendid program of sports was conducted. It was noteworthy that the prizes given to the winning contestants were extraordinarily desirable.

At the first of these picnics, three years ago, insurance was presented to the employees who had been in the employ for a given length of time. This insurance varies from $500 to $3,000, according to length of service. This insurance scheme is continued; new employees qualifying from time to time. A handsome travelling bag was presented to the employee who has for these last three years planned the annual picnics. This was spontaneous on the part of the other employees.

Picnic of Toronto Hardware Trade

Big Program of Sports Consisting of Races, Ball Games, Contests, Etc., Provide Enjoyable Afternoon and Evening for Toronto Hardware Merchants and Travellers, Lady Folk and Children On Wednesday of This Week—Many Valuable Prizes Given Away

SPLENDID weather greeted the occasion of the seventh annual picnic of Toronto hardware merchants and travellers, held on Wednesday afternoon of this week, and the extensive program of sports was enjoyed to the full by the hardwaremen, and their wives, sweethearts, friends and children. The picnic was held in High Park, area 4, just off Bloor street, a huge banner indicating the spot to the early comers, and no one could miss the familiar faces after about 3 o'clock in the afternoon. There was a big parking space as well, many splendid cars were brought to the grounds during the afternoon and evening by the picnickers. It was also noticed that there was a fair sprinkling of auto trucks brought by some of those who has passenger cars as well, and someone whispered that these optimistic individuals had come well prepared to carry home some of the bulky and valuable prizes provided for the contests.

A crowd of about 350 had assembled before the picnic was over, and all agreed that it was one of the best affairs of its kind they had attended. Under the direction of a committee consisting of O. F. Morrison, John Caslor, A. Lake and F. Hutton a program consisting of twenty-one races, a lucky number contest and a baseball game was arranged.

Big Program of Races

The kiddies took part in the girls' and boys' races of various distances and many proud hardwaremen watched the struggle of their children for the honors in these contests. Prizes given to the children consisted of mouth organs, baseballs, pocket knives, roller skates, ice skates for the boys and child's sets, tennis racquets and balls for the girls.

A balloon race for ladies brought forth much skill resulting in a win for Miss MacDougall with Mrs. Jackson and Mrs. Leslie second and third respectively. A hair brush, tin of wax and a nail brush were given as the prizes.

This was followed by a race of 100 yards for hardware clerks, J. Edwards winning the first prize consisting of a reading lamp, Mr. Dilkes won second prize, a safety razor and Mr. Woolfe won third prize, a flashlight.

The single ladies race was won by Miss Mills who received a tennis racquet. Miss Smith was second and Miss Ross third, each winning a swimming tube.

The men's backward race resulted in many spills and when the dust was cleared away it was found that H. Joy won the first prize of a wallet, with T. Roberts second (shovel) and C. Munshaw third (pocket knife.)

The married ladies race was a great test of ability, the first prize of an aluminum tea kettle being won by Mrs. Edwards. Mrs. Pinkes was second (floor mop), Mrs. Walters third (preserving kettle).

The travellers race was won by Mr. Forbes, (hand saw), Mr. Lawford second (level), and Mr. Gillespie third (screw driver).

The sack race was won by R. Ibbotson (half gallon white enamel), J. Richards second (half gal. flat white) and G. Douglas third (half gal. varnish.)

The ladies ball throwing contest was won by Mrs. Wilson (can of wax) and Mrs. Turner second (can of paint.)

The men's ball throwing contest was won by Mr. Dilkes (can of enamel.)

The ladies boot and shoe race was won by Mrs. Mills (aluminum kettle); Mrs. Sallis second (moth bag) and Mrs. King third (swimming tube.)

Handicap Race

The hardware merchants' handicap race of 100 yards was very interesting Messrs. Atkinson, Good and Edwards coming in in that order. A valuable order by S. C. Johnson Co. was given as first prize, a Taylor Forbes Co. order second, a Gurney Foundry Co. order for third.

A race for hardware merchants and travellers over 45 years of age, at 75 yards resulted in a victory for E. McNichol (aluminum roaster), C. W. Robinson second (gal. of paint) and Mr. Christie third (moth bag).

A needle and thread race for married couples was won by Mr. and Mrs. Douglas (mirror) with Mr. and Mrs. J. Smith second (aluminum potato pot) and Mr. and Mrs. Rawlinson third (hair brush).

Herewith is shown a portion of the crowd of 350 or more hardware merchants and travellers with their sweethearts, wi through the medium of the Toronto Hardware and Paint Club at High Park on Wednesday afternoon of this week. they not only enjoyed the program of sports, contests, entertainment, supper and other refreshments, but were tickled picnic, everyone was in a sociable frame of mind and the whole affair was con

Cigar Smoking Race

An unusual feature was the cigar race of 50 yards, the cigar being smoked to the string. Mr. Hall won first prize (fishing rod), Mr. Gilby second (pocket knife) and L. Rush third (butcher saw).

The clothes pin race for merchants' wives and lady merchants was won by Mrs. Richards (set knives and forks) with Mrs. Godfrey second (glass centrepiece).

A ruling was made that only one prize be given to any one contestant and this resulted in a wide distribution of prizes.

A hearty supper was enjoyed, being provided in basket form by the ladies attending, after which a radio concert was enjoyed, by the courtesy of J. J. McWaters of the Canadian Radio Electric Co. A receiving set with amplifier attachments was set up to receive the concert sent out by a local newspaper thus bringing the marvels of modern radio-telephony more vividly to the notice of the merchants.

Baseball Game

When the weather cooled off in the evening the baseball teams representing the East End and the West End which had held a brief workout in the afternoon, locked horns in a gigantic struggle for supremacy. The East End team under the managment of J. Vernon, Wood, Alexander and James, consisted of N. Rush, Rush Bros., C. Pearsall, G. Ingram, W. Walker and Son; H. Lawford, Benjamin and Co., J. Randall, Sheet Metal Products Co., S. Samuels, Pearsall Hardware, and Fred Good.

The West End team under the management of J. Booth consisted of P. Ibbotson; V. Forbes, Thos. Davidson Mfg. Co., C. Munshaw, Messrs. Snell, Roberts, Edwards, A. Christie, C. Long, McClary Mfg. Co., and Suroff.

Many interesting situations arose during the contest and numerous supporters rooted themselves hoarse in cheering for the combatants. Much talent was displayed and the game finally resulted in a win for the West End by the score of 20 to 12. "King" Brandon scored the game.

After the baseball game a special contest was held for the distribution of the remaining prizes and many valuable articles were carried off.

JOHN CASLOR

For many years a familiar figure at Toronto hardware picnics, and who was prominent in the arrangements of this year's picnic on Wednesday last. This is the first portrait of Mr. Caslor taken in years and only Mr. Caslor's desire to stop Hardware and Metal from again running a cut taken from a group photo, which was the only recent picture of him available, influenced him in having a real picture taken. It must be admitted the other picture did not do him justice.

The starters for the races were N. Baden and B. Blackwell. The Glidden Co. with B. Cotten, K. Brandon and A. Lake acting as judges.

The firms donating prizes for the various contests at the picnic included the following.

Sanderson Pearcy Co., The Sherwin Williams Co., Gurney Foundry Co., Taylor Forbes Co., Imperial Oil Co., S. C. Johnson & Son Co., Ottawa Paint Co., D. H. Howden Co., Channel Chemical Co., E. T. Wright Co., Sheet Metal Products Co., Auto Strop Razor Co., Gillette Safety Razor Co., Toronto Plate Glass Co., A. Ramsay & Son Co., Stewart & Wood Co., Rice Lewis & Son Co., H. S. Howland & Son Co., Kasement Skreen Door Co., Northern Aluminum Co., Ever Best Aluminum Co., Dunlop Tire & Rubber Co., Gutta Percha & Rubber Co., Goodyear Tire & Rubber Co., Victoria Paper & Twine Co., Benjamin Moore Co., Imperial Varnish & Color Co., Wood, Alexander & James, George B. Cooke Co., Hobbs Mfg. Co., Boulton Paint Co., Lowe Bros. Co., McFarlane Mfg. Co., Canadian National Carbon Co., The Boeckh Company, Lyons & Marks, Soren Bros., Bird & Son Roofing Co., Burrowes Mfg. Co., Nerlich & Co., Brandram-Henderson Co., Thos. Davidson Mfg. Co., Henry Disston Saw Co., Canadian Oil Co., D. F. Jones Shovel Co., Lewis Bros. Co., Rubber-Set Co., McClary Mfg. Co., Pilkington Glass Co., Rochester Lamp Co., W. S. Hall Company, The Glidden Co., Ideal Aluminum Products Co., W. Walker & Son, Rae Machine Co., Heakins & Son.

WESTERN CANADA NOTES

D. McIver, sales manager of the G. F. Stephens & Co., Ltd., Winnipeg, is spending a few weeks at Minaki.

G. P. McLaughlin, sales manager of Marshall Wells Co., Ltd., Winnipeg, has returned to business.

S. H. Whyte, of the S. H. Whyte Manufacturing Co., Ltd., Winnipeg, is on a business trip to the east.

D. Burnet, of the J. H. Ashdown Hardware Company Ltd., Winnipeg, who has been ill in the hospital, is out of confinement. He is doing nicely but it will be about the first of August before he will be able to resume his duties again.

ves and kiddies who attended the seventh annual picnic of the Toronto Hardware Merchants and travelers as arranged Many old acquaintanceships were renewed among men in the trade, and judging by the smiles on those in the picture to carry home with them some of the valuable prizes given to the contest winners. A splendid day was provided for the ducted with great success, reflecting much credit on the committees responsible.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

SELLERS KITCHEN CABINET

D. Tieman, hardware merchant, Dashwood, Ont.—Can you tell me where the Sellers kitchen cabinet is manufactured?

Answer:—Messrs. G. I. Sellers & Son, Elwood, Indiana.

CLARK JEWEL OIL STOVE

Chas. W. Mullett, hardware merchant, Bancroft, Ont.—Can you inform me where I can procure repair parts for Clark's Jewel oil stove?

Answer:—The G. M. Clark & Co., Chicago, Illinois.

BOX STRAPPING

J. W. Rork, Norwood, Ont.—Can you give me the address of a firm that makes box strapping?

Answer:—The Acme Steel Goods, Montreal, Que.

TENT MANUFACTURERS

Messrs. John Fennell & Son, Kitchener, Ont.—Kindly advise where we can procure tents.

Answer:—Raymond Bros., London, Ont.; Grant Holden & Graham, Ottawa, Ont.; J. J. Turner & Sons Ltd., Peterboro, Ont.; The D. Pike Co., Toronto.

CHAMOIS AND SPONGES

A. Bernier, Ltd., 409 St. Paul St., Quebec City—Will you kindly advise where we can procure chamois skin and auto sponges.

Answer:—Messrs. Evans & Co., Montreal, Que.

HOOSIER KITCHEN CABINET

Messrs. W. Hanna & Company, Port Carling, Ont.—Can you tell us who manufactures the Hoosier kitchen cabinets?

Answer:—The Hoosier Kitchen Cabinet Co., Portage Ave., Winnipeg, Man.

TACKLE BLOCK PULLEYS

J. L. Demers, Thetford Mines, Quebec—Can you give us the names of Canadian manufacturers of wooden and steel tackle blocks pulleys?

Steel

Answer:—Canada Steel Goods Co., Ltd., Hamilton, Ont.; The Katie Foundry, Galt, Ont.; Beatty Bros., Fergus, Ont.; Bond Engineering Works, Toronto, Ont.; Canadian Allis Chalmers Ltd., Toronto, Ont.; The Herbert Morris Crane & Hoist Co., Niagara Falls, Ont.; Canadian Ingersoll-Rand Co., Montreal, Que.; Goldie & McCulloch Co., Galt, Ont.

Wooden

Canadian Fairbanks-Morse Ltd., Montreal; Dodge Mfg. Co., Toronto; Goldie & McCulloch Ltd., Galt, Ont.; E. Long Mfg. Co., Orillia, Ont.; Reeves Pulley Mfg. Co., Toronto, Ont.

McKENNA DEHORNERS

The Ontario Retail Hardware Association, Prescott, Ont.—Can you find out who is the maker of the McKenna dehorner?

Answer:—Dr. McKenna is now deceased. These products are being distributed by Messrs. J. F. Hartz, 24 Hayter St., Toronto.

POLO HORSE CLIPPERS

Messrs. J. Clark & Son, Sussex, N.B.—Can you advise where we may obtain extra cutter plates for a hand horse clipper with the word "Polo" stamped on the bottom plate?

Answer:—This is one of the Priest line of horse clippers, "Polo" being the trade name. It is manufactured by the American Shearer Mfg. Co., and the exclusive sales representatives are Messrs. Wiebusch & Hilger Limited, No. 110 Lafayette St., New York City.

WEIGHTS OF OILS

The O. S. Hunter & Co., Durham, Ont.—Kindly advise us the weights of lubricating oil, turpentine, coal oil and gasoline, linseed oil, per gallon.

Answer:—Lubricating oil, 9 lbs. per gallon; linseed oil, 9 lbs. per gallon; turpentine, 8.40 per; coal oil, 7.85 lbs.; and gasoline 7.85 lbs. per gallon.

BAGS FOR ORE SAMPLES

The Russill Hardware Co., King St. E., Toronto—Can you advise us the manufacturers in Toronto of bags for handling ore samples?

Answer:—John Leckie Ltd., Wellington St., Toronto; The D. Pike Co. Ltd., Toronto; Woods Mfg. Co. Ltd., Toronto.

STOVE MANUFACTURERS

Messrs. Loeppky Bros., Shaunavon, Sask.—Would you let us have several names and addresses of stove and range manufacturers, in Canada?

Answer:—Stoves and Ranges—The Hamilton Stove & Heater Co., Hamilton, Ont.; Thos. Davidson Mfg. Co. Ltd., Montreal; La Marre & Co., St. Remi, Que.; The Beach Foundry Limited, Ottawa, Ont.; McClary Mfg. Co. Ltd., London, Ont.; The Dominion Stove & Foundry Co., Penetang, Ont.; Clare Bros. Ltd., Preston, Ont.; The James Stewart Mfg. Co. Ltd., Woodstock, Ont.; The Empire Stove & Furnace Co. Ltd., Owen Sound, Ont.; The Doherty Mfg. Co., Sarnia, Ont.; Burrow, Stewart & Milne Co. Ltd., Hamilton, Ont.; The Enterprise Foundry Co. Ltd., Sackville, N.B.; Chas. Fawcett Ltd., Sackville, N.B.; Gurney Foundry Co. Ltd., Toronto; Findlay Bros. Ltd., Carleton Place, Ont.; D. Moore & Co. Ltd., Hamilton, Ont.; Tudhope-Anderson Co. Ltd., Orillia, Ont.; The Galt Stove & Furnace Co. Ltd., Galt, Ont.; The Happy Thought Foundry Co., Ltd., Brantford, Ont.; The Hall Zryd Foundry Co. Ltd., Hespeler, Ont.; The Harrison Stove Works, Harrison, Ont.

Stoves, Electric—Canadian Westinghouse Co. Ltd.; McClary Mfg. Co., London, Ont.; National Electric Heating Co. Limited, Toronto, Ont.; The Moffatt Stove Co. Ltd., Weston, Ont.; D. Moore & Co. Ltd., Hamilton, Ont.; The Canadian Edison Appliance Co. Ltd., Stratford, Ont.

Stoves, Oil—The Sheet Metal Products Co. of Canada Limited, Toronto; Thos. Davidson Mfg. Co., Montreal; Perfection Stove Co., Sarnia, Ont.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

4911. Binder twine.—A large Cork firm of hardware and general merchants, who in normal times import large quantities of binder twine, would prefer to buy the Canadian product rather than continue their present connection, and would like a direct connection with a manufacturing firm. No large present business anticipated owing to business conditions.

4912. Agricultural tools.—A large Cork firm would like to hear direct from Canadian manufacturers of hoes, rakes, and other agricultural tools. This firm have many other depots throughout Ireland.

4913. Binder twine, hemp, and manilla rope.—A large wholesale firm of many departments, with chief offices in Dublin and Belfast, will be glad to have quotations for binder twine, hemp, and manilla rope.

4914. Nails, rivets, bolts, wire.—A large wholesale firm of many departments, with chief offices in Dublin and Belfast, will be glad to have quotations for round and oval wire nails, shoe rivets, iron and brass, bolts and nuts, wire No. 6, black and galvanized, wire fencing, barbed wire.

4915. Enamelware, aluminium ware and washboards.—A large wholesale firm of many departments, with chief offices in Dublin and Belfast, will be glad to get quotations for enamelware, aluminium ware, and washboards.

4917. Woodenware.—A big Dublin firm are willing to receive quotations c.i.f. Dublin for pastry boards, washboards, clothespins, and chair-seats from Canadian firms who can compete with United States firms in quality.

4918. Hardware.—A high-grade Dublin firm of wholesalers and importers, who distribute all over Ireland, will be glad to have samples and prices from Canadian manufacturers of wire nails barbed wire, iron and brass shoe nails, galvanized barbed wire and fencing wire; expanded metal; asbestos cement, and tiles. Quotation c.i.f. Dublin only.

Twenty Years Ago

Following items reproduced from Hardware and Metal of June 14 and 21, 1902:

"At the eighty-fourth annual meeting of the shareholders of the Bank of Montreal, with Lord Strathcona and Mount Royal in the president's chair, Mr. Clouston, General Manager, in his address stated it is with the highest satisfaction and gratitude that we receive to-day the news of peace in South Africa."

"On Wednesday, June 18, John W. Richardson of the Canada Hardware Co. was married to Miss Martha D. Cleland, daughter of James Cleland manufacturer, of Montreal. The groom is one of the most popular members of the wholesale hardware trade of Montreal."

"The recently organized Toronto Branch of the Ontario Retail Hardware Merchants' Ass'n. held a meeting and decided to amalgamate with the Retail Merchants. Speeches were made by president E. R. Rogers of the Hardware association and the Secretary of the R.M.A."

"A resolution was passed by the R.M.A. of Halifax recommending that June 21 and July 1 be combined into one holiday to take effect in 1903, the holiday to be on the latter date. June 21 has always been recognized there as Natal Day."

"The Canada Paint Co., Ltd., is boasting that it will be represented at the Coronation. The explanation is that Lieut.-Col. Pellatt, the secretary of the company, is, as every Canadian knows, the commander of the Coronation Contingent."

"A number of the wholesale hardware houses in Montreal are now installing a long-distance telephone equipment. This will be a decided convenience for both the firms and their customers."

"The Montreal Retailers' Association has made a request that the $4 bills now issued by the Dominion Government be withdrawn from circulation."

"The Buffalo Forge Company have recently obtained a charter to do business in Ontario under the name of The Canadian-Buffalo Forge Co., Ltd."

"Sgt. Harry A. Lee mentioned in dispatches for gallantry in action in South Africa, is a brother of Thos. B. Lee, of Rice Lewis & Son, Ltd., Toronto."

"The premises of the Amherst Foundry and Heating Co., Amherst, N.S., suffered loss by fire.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

WHILE the actual number of changes made his week in the hardware markets are not as extensive as in other recent weeks, the lines which have undergone revision are important and therefore of much interest. Rope and cordage prices have declined, pure manila rope now being quoted at a reduction of two cents per lb. base. Beaver manila, New Zealand hemp, sisal rope and lathyarns show reduction of one cent per lb. base. Other lines listed among the reductions include bucksaws, including blades, rods and frames, packings. Galvanized sheets are holding at the reduction made last week and corrugated sheets though firm in tone are somewhat unsettled and a variation in prices is evident. Seasonable lines such as corn popers and huskers also declined in price this week.

Higher prices appear this week on copper and brass, and certain other iron and steel products are stabilized at the advance made last week. Certain lines of hardware such as lanterns are revised in price to take care of the Sales Tax which is no longer absorbed by those manufacturers.

After considerable speculation as to what further changes might be made in paint prices, it is evident this week that manufacturers have decided to forego their alleged intention to further advance prices and absorb the Sales Tax. There is an active sale for seasonal hardware such as vacuum bottles, harvest tools, glass ovenware, screen wire cloth, sprayers, paris green, etc., stocks of the latter now being rather low, due to the great number of insects prevalent on crops this year.

Montreal Markets

MONTREAL, July 20.—While the changes in prices are fewer in number on the current hardware market this week there are revisions made which are of particular interest to the trade. An important price decline is recorded on rope and cordage. Pure manila rope is reduced two cents per lb. base, and Beaver manila, New Zealand hemp, sisal rope and lathyarns show a reduction of one cent. per lb. base. Galvanized sheets still attract attention and the firm undertone, assisted by the shortage locally, has resulted in a price increase of twenty-five cents per hundred lbs. on all gauges of both English and American sheets. Corrugated sheets, although firm in tone, have again become somewhat unsettled and there is now a price variation among local distributors. The advance prices on bar iron and steel, announced in last issue, have not yet been adopted by all distributors, and certain jobbing houses are still quoting a price ten cents below. The undertone of the cotton market is still in a firm position but local quotations on cotton waste still remain unchanged.

NET PRICES ON EVEREADY WIRELESS BATTERIES

Montreal.

Jobbing houses now announce net prices on Eveready wireless batteries for use on wireless outfits. Following are quotations:

"B" BATTERIES—	
No. 765	1 35
No. 766	2 20
No. 767	4 70
"A" BATTERIES—	
No. WD 280	10 80
No. WD 40	11 30
WD 80	15 10

ROPE AND CORDAGE IS REDUCED IN PRICE

Montreal

A reduction of two cents per lb. on pure manila rope and one cent on Beaver or New Zealand hemp, sisal rope and lathyarns is announced. Pure manila is now quoted at 21 cents base, Beaver or New Zealand hemp at 19 cents base, sisal at 19 cents base and single lathyarn at 17 cts., with the usual advance of one-half cent for double. Other lines of hemp rope are at new lower net prices, varying on the different lines.

ROPE—

Pure manila, base	0 21
Beaver or British manila, base	0 19
New Zealand hemp, base	0 19

Above quotations are base prices, ¾ in. dia. and larger. The following advances over base are made for smaller sizes: ⅝ in., ½c.; 7-16 in., 1c.; ⅜ in., 1½c.; ¼ and 5-16 in., 2c.; 3-16 in., 2½c.

Lathyarn single, base	0 17
Lathyarn double	0 17½
Yacht marline, tarred	0 53
Halyards	0 46
Beaver halyards, white polished, ¾ in. basis	0 30
Hemp, deep sea line, base	0 46
Hemp, tarred ratline, base	0 39
Hemp, tarred bolt rope, base	0 41
Tarrerd marline and houseline	0 41

NOTE:—Shorter lengths than half-coils 2c. per lb. additional.

NO CHANGE IN CEMENT TRADE CONTINUES FAIRLY ACTIVE

Montreal.

The announcement of lower freight rates on Canadian railroads has apparently yet failed to make any impression on the cement market, no present indication of a revision said to be in sight. When the announcement of lower transportation rates was being awaited, it was stated in some quarters that the change would in all probability affect this product considerably, it being classed as one of the heavier commodities and freight charges an important factor in the marketing. Present demand for cement is reported fairly good with the continuation of active building construction, especially in the larger centres.

CEMENT—

Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Rebate of 20 cents for empty bags.

COTTON WASTES ARE FIRM BUT UNCHANGED IN PRICE

Montreal

Although higher prices have been announced on cotton wastes in other outside markets, local prices are still unchanged. The undertone of the mar-

ket continues firm but dealers anticipate little change in the immediate future, owing to this season of the year and present demand. Following are unchanged price levels:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

GOOD TRADE CONTINUES IN LEAD PRODUCTS

Montreal

There is no further change in the market for lead products since the advanced quotations on certain lines two weeks ago. Metals on primary market are still described as mostly firm, particularly spelter which continues in a very strong position. Tin and lead, although much quieter at the present time are both reported fairly firm. Current trade in the finished products is stated to be continuing fairly brisk for this season of the year and particularly in lines pertaining to building construction. Following are unchanged price levels:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 2½ lbs. sq. ft., lb.	0 10
Do., 4 to 8 lbs. sq. ft. lb.	0 09
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

CORRUGATED SHEET MARKET BECOMES UNSETTLED

Montreal.

Although the undertone in the market for corrugated sheets is firm owing to the strong tendency in flat galvanized sheets, this is apparently not sufficient to stiffen quotations on corrugated, nor to stabilize the market. The standard list, less 10 per cent. is still quoted by some firms, but lower prices are given on the 28 gauge and the 26 gauge in some qaurters. Local competition on these sheets has been keen all during the spring and summer months, but for a time the market became fairly steady insofar as prices were concerned owing to the continued advances in the sheet markets. This condition, however, has broken and a quotation of approximately 90 cents less is quoted on both the above gauges. With conditions such as they are on galvanized sheets, a shortage being noted especially on the best selling sizes, an improvement in the present situation is expected at an early date, as stocks in the hands of corrugated manufacturers are also reported as none too ample. Other gauges remain as formerly and following is standard list less 10 per cent.

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50
Less 10 per cent.	
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.	

SPASMODIC TRADE IN WASTE MATERIALS

Montreal.

Despite the advancing season and the warm weather, trading in scrap has continuèd in fair proportions, although of a spasmodic nature. Dealers this week report a little more activity than last week, particularly in iron and steel waste. Copper, which was the most active metal in past weeks, has fallen off considerably and little further activity is anticipated during the hot weather in the ensuing weeks. There is little or no change in quotations and following are dealers' nominal buying prices:

WASTE MATERIALS—	
Automobile tires	0 50
Rubber shoes	0 02½
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04½
Lead, tea	3 00
Light copper	0 08½ to 0 09
Heavy copper	0 11
Wrought iron R. rd., No. 1, per gr. ton	10 00
Malleable scrap (ton)	9 00 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	3 00
Boiler plate	8 00 9 00
No. 1 machinery cast	20 00 to 21 00

ASBESTOS PRODUCTS ARE IN GOOD DEMAND

Montreal.

Current quotations on asbestos products remain unchanged with the undertone of the market said to be somewhat improved owing to increased demand. Business is now described as fair, and greatly improved over the earlier months when building activities had not yet commenced in earnest. Unchanged prices are as follows:

ASBESTOS PRODUCTS—	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	60%
85% magnesia	45%
Boiler covering	$1.50 per bag
Asbestos sheathing	7 50 per 100 lbs.

TWENTY-FIVE CENT ADVANCE IN GALVANIZED SHEET PRICES

Montreal.

The firmer undertone in the sheet markets, assisted by a decided shortage on the local market, is reflected in quotations on galvanized sheets, and prices generally are advanced twenty-five cents per hundred lbs. on all gauges in both the Queen's Head and other brands. Stocks for some time past have been at a low level, and the loss of the boat load of English sheets last week further adds difficulty in replenishing. Deliveries from mills to the south have been backward for some weeks past, and little assistance can be given from this source owing to no signs of improvement in delayed shipments in sight. Mills are still busy with orders well ahead already on hand. Demand for galvanized sheets is continuing particularly brisk notwithstanding trade usually shows a slackening at this season of hot summer weather. Just how acute the shortage will become is hard to say, but it would appear that relief will have to come from mills on this side as the next shipment from overseas is not expected until the latter end of the month. Following are revised quotations:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 50
26 gauge	6 75	7 25
24 gauge	6 15	6 65
22 gauge	5 80	6 30
18—20 gauge	5 10	5 60
Other Brands—		
10¾ oz.	6 75	7 25
28 U. S. gauge	6 35	6 85
26 U. S. gauge	6 05	6 55
24 gauge	5 90	6 40
22 gauge	5 90	6 40
18—20 gauge	5 75	6 25
16 gauge	5 60	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 50
20 x 28 IC, 112s	14 00
20 x 28 IX, 112s	16 00
20 x 28 IXX, 56s.	9 25
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	14 50
CANADA PLATE—	
Half bright 52s	5 25
Half bright 60s	5 35
Blued, 52s	5 50
Blued 60s	5 60
Welsh, Polished, 52s	7 25
Welsh, polished, 60s.	7 50
Galvanizel, 52s	7 50
Galvanized, 52s	7 50

ADVANCE IN STEEL PRICES NOT GENERALLY ADOPTED

Montreal.

Last week the announcement was made by many distributors that the base price on iron and steel bars was advanced ten cents per hundred lbs., and quotations in many quarters now show the revision. However, these higher prices are not yet generally quoted and certain jobbing houses still give a price of $2.95 base. Whether the increase will be uniform in the near future is problematic but the opinion was expressed by one local distributor that with a firm undertone continuing in the steel industry it was altogether probable that the higher prices would be adhered to by all as replacement cost warranted the higher figure. On the other hand there is the slight reduction in freight rates to be considered, and while it was only a minor change it might be sufficient to offset the tendency for slightly higher prices at the

present time. Trade is described as being quite satisfactory considering the season of the year, although the usual summer slackening has been slightly noticeable during the past week. Following are quotations at the revision of last week:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 05
Refined iron	4 55
Irish finish machinery steel	3 10
Mild steel	3 05
Single reeled machinery steel	5 15
Band steel	3 40
Spring steel	4 65
Sleighshoe steel	3 05
Tire steel	3 25
Harrow tooth steel, per lb.	3 20
Mining tool steel, per lb.	0 20½
Toe caulk steel	3 95
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

KEEN COMPETITION ON WIRE NAILS

Montreal.

Keen competition is again evident on the local market for wire nails. The stronger undertone in the steel industry generally reflected on this product during recent months, and even yet the tone of the market is described by manufacturers and distributors as steady to firm owing to conditions of production costs. However, in spite of this a quotation considerably less is given by certain firms to obtain business. Whether this condition will continue, and result in even lower quotations than are now given is hard to say, but hope is expressed than an improvement will be brought about in the very near future as present business offers little or no margin for those concerned. Trade is said to be continuing in fair proportions with building operations, especially in the larger centres.

FIRMER UNDERTONE CONTINUES ON STOVES AND FURNACES

Montreal.

The situation on stoves and furnaces appears to be about the same as it was last week. The undertone of the market is firmer, and while there is no present indication of a revision in prices, there is still a stiffening tendency owing to higher production costs. One manufacturer stated that in his opinion the trend is undoubtedly in an upward direction, whereas reduction in prices for fall trade appeared probable a little earlier in the season. Bookings were thought to be an important factor in the market at present and dealing with sales for future deliveries he stated that business was quite active in the city but in rural districts it was more or less backward to date. The chief reason for this is no doubt because many dealers carried over a greater number of stoves last year than usually and are now reluctant in their purchases until the earlier sales dispose of these. There has been a rumour on the local market to the effect that certain Eastern manufacturers had already contemplated revising prices but no definite information is available up to the present.

FIRMER TONES MAINTAINED IN INGOT METALS

Montreal.

Ingot metals have all maintained their firmer tone during the week although the disturbed conditions in the U. S. A. naturally have an unsettling effect. Certain metals have now had a fairly sustained advance and a slight re-action in the near future would not be surprising, especially if the railroad strike develops with its effect upon consumption.

TIN.—This metal has had a slight rise this week, London touching the highest point since early in the year, but temporary or not is hard to say. Consumption cannot be said to be very great and it is considered difficult to see how there can be any great advance. Locally consumption is still rather light with price slightly firmer at 36 cents.

COPPER.—The tone of the copper remains firm in the U. S. A. and while there is said to be no surplus of nearby copper it is probable that some of the new production will be on the market in August or September. Consumption continues good and export demand is reported as encouraging, although consumption in Canada is still below normal. Prices are a little higher, electro quoted at 18 cts., casting at 17½ cts.

SPELTER.—Spelter has been very strong both in Europe and the U. S. A. and 6 cents, East St. Louis has been paid for July, August metal. London is higher than since 1920 with every appearance that the highest point has not yet been reached. Increased production however is expected with the enhanced prices ruling and a re-action would not be surprising. Local market is firm with demand quite good at 8½ cents.

LEAD.—It is considered difficult to size up the situation on this metal as the market is very irregular. Demand has fallen off somewhat in the United States with a consequent sagging of prices, but London is quite firm with the market well over the £25 mark. Prices ruling on the local market are higher in sympathy with the tone in London but is not very heavy. Present quotation 7 cents.

ANTIMONY.—This metal is rather dull in New York with the market considered near the bottom, with no sustained demand to advance prices. The local market is quiet with prices unchanged at 6½ cts. for Chinese and 7½ cts. for high grade English.

ALUMINUM.—Aluminum remains very quiet on the local market with no new feature. Quotation is unchanged at 24 cents.

Scrap metal prices are unchanged while ingot metals are still reported with a firm undertone in most lines.

Toronto Markets

TORONTO, July 20.—Again this week hardware prices continue to fluctuate in both directions. Reductions are noted on rope and cordage which indicate a desire to stimulate business. Bucksaws including blades, rods and frames are reduced approximately twenty per cent. and following the reduction in cordage there are lower prices now prevailing on packings. On the other hand higher quotations are prevailing on copper and brass and the base price on bar iron and steel has been stabilized at an advanced figure. Owing to the adjustment of the Sales Tax prices on lanterns are advanced to the extent of 2¼ per cent. Sheet stocks are low, with prices on galvanized holding at last week's advance. While the holiday season trade in ingot metals is quiet, there are undoubted signs of recovery in spelter, tin and copper.

HIGHER QUOTATIONS ON COPPER AND BRASS

Toronto.

Due to the strength of the virgin metals and recent increases on primary markets, domestic prices on copper and brass products are advanced one cent per lb. all through the list. This affects sheets, rods, and tubing in copper and brass, the base prices being uniformly higher. For some time past the tendency has been towards a firmer basis, and manufacturers state that they are forced to announce the current change owing to recent upward developments in production costs. Current trade in all these goods is described as very fair, business generally having registered a marked improvement during recent weeks. Following are the revised quotations:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 26
Rods, base, per lb.	0 20

COPPER—

Rods, base, per lb.	0 29
Soft sheets, pain. 16 oz. and heavier	
Do., plain tinned 16 oz. and heavier, per lb.	0 37
lb.	0 30
Do., polished and tinned, 16 oz. and heavier, lb.	0 42
Tubing	0 30

REDUCED QUOTATIONS ON ROPE AND CORDAGE

Toronto.

Lower prices are now announced on rope and cordage, the reductions varying between one and four cents per lb. Best manila is down two cents bringing the new level to 21. Beaver and British manila show a revision of one cent per lb., making the new level 19 cents. Sisal rope and New Zealand hemp are

also reduced one cent, while other hemp cordage lines register a decline of between four and five cents per lb. This development is ascribed as resulting from the easier trend of primary markets combined with efforts on the part of cordage manufacturers to reach rock-bottom levels. The precedent set early in the summer when a substantial reduction in binder twine prices was announced, is now followed, and distributors state that improved current trading in rope and cordage is generally expected. Recent commitments have been more or less of a restricted nature, and the general market tone as a result has been quiet. Following are the new price levels:

ROPE—

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp basis	0 19
Sisal, basis	0 17
Single lath yarn, basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	0 53
Halyards	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 46
Hemp, deep sea line basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

HIGHER PRICES ON BAR PRODUCTS NOW GENERAL

Toronto.

Local prices on bar iron and steel have now generally firmed up at the higher levels recently noted on the market, this change technically amounting to an advance of fifteen cents per 100 lbs in many quarters. The base quotation on bar products is now reported uniform at $3.15, whereas a variation from $3.00 up was previously in evidence.

Warehouses report that they are keeping fairly busy, trade being undoubtedly good for this time of the year. While there is no big business going, orders being small, yet there is said to be plenty to go round with the aggregate constituting a brisk turnover. Following are the revised local quotations on bar products:

IRON AND STEEL—

Mild steel bars, base	3 15
Mild steel bands 3-16 in. base	3 65
Bar iron, base	3 15
Angle iron, base	3 25
Horseshoe iron	3 75
Tire steel	3 35
Spring steel	8 00
Sleigh shoe steel	3 15
Hoop steel	4 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

SHEET DELIVERY SLOW: STOCKS NOW DEPLETED

Toronto.

While sheet prices are at present remaining at the revised levels quoted last week, quotations are undoubtedly on a very firm basis. More anxiety over supplies is now evident on the part of producers, this condition being occasioned by the low stocks on hand combined with the conjested condition of certain mills who have heavy obligations in the shape of orders. Deliveries from southern producing centres is described as getting more uncertain, and to this development is added the serious stage which the coal strike has reached, coupled with certain transportation delays. Reports from the south, however, indicate that general production has not been hampered to any extent, and is if anything slightly heavier in some quarters. Locally, the activity in sheets is being well maintained, with English galvanized becoming more popular in certain circumstances owing to delayed shipments. Following are average current quotations with the range between certain distributors on galvanized sheets:

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10

BLACK SHEETS—

18-20 gauge	4 80
16 gauge	4 15
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75

	Premier and	Apollo
10¾ oz.	6 40	7 10
U. S. 28 base	6 00	6 65
U. S. 26 base	5 70	6 35
22 and 24	5 55	6 20
18 and 20	5 40	6 05
16	5 25	5 90
12 and 14	5 10	5 75

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets. An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

LANTERN PRICES REVISED

Toronto.

In order to equalize prices from the manufacturer and jobber to the retail trade, in view of the policy of certain firms not to absorb any part of the Sales Tax, prices on lanterns are revised by the extent of the 2¼ per cent. Sales Tax this week, giving following quotations;

LANTERNS—

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash Japanned	12 80
Do., Search (rend' reflec)	12 80
Little Bobs	2 15 4 30

F.o.b. Toronto, Hamilton, London, Montreal.

BUCKSAWS REDUCED 20 PER CENT

Toronto.

A reduction of much interest at this time of year is that on bucksaws, blades, rods and frames. This reduction amounts approximately to 20 per cent.

PACKINGS REDUCED IN PRICE

Toronto.

Following upon the reduction in cordage prices come reductions in packings. Present prices are as follows:

Fine Jute	0 15
Coarse Jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

WROUGHT IRON PIPE IN FIRM POSITION

Toronto.

Wrought iron piping is still in a firm market position and while the recent downward revision in domestic freight rates on certain basic materials may tend to offset contemplated price advances, yet the general situation reflects the growing strength of manufactured steel products.

As a result of the rising costs of steel production, asking prices on many finished steel goods are more or less steadily advancing as the season progresses. Owing to the coal strike, production of certain lines has been somewhat restricted, more attention having been paid to heavy lines. This has given the market an appearance of exceptional snap. Pipe quotations continue at List No. 54.

TIN PLATE PRICES AT UNCHANGED LEVELS

Toronto.

Tin plate prices are reported steady at recently revised levels, with a brisk measure of operation now assured for mills by the current volume of bookings. It is noticeable that Welsh tin plate has recently been appearing on domestic markets in larger volume, and competition between Welsh and American producers has provided one of the features in this market during recent months. A recent announcement from Wales indicated that tin plate prices in that country were on the increase owing to higher production costs. Following are the average local quotations:

PLATES, CANADA—

Ordinary, 52 sheets	4 75
Do. 60 sheets	4 85
Blued and oiled, boxes, 52's	5 00
Do., Do., 60's	5 10

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	11 50

STEADIER TREND IN COTTON WASTE PRICES

Toronto

Although there is reported to be considerable firmness in the market for cotton wastes, quotations are remaining at unchanged levels and distributors are describing the present tendency as steady. Some higher prices on the raw cotton markets have recently been reported, but it is stated that such developments are not always reflected in cotton waste circles, at least not immediately afterwards. That some future changes may develop should the strength in the primary quarters be maintained for any length of time was however, generally admitted. Trade at present is stated to be moderate and in fair volume for this time of the year. Unchanged price levels are contained in the current quotation pages.

FIRM PRICES EVIDENT ON CORRUGATED SHEETS

Toronto.

Corrugated sheets are still remaining at the recognized price list and discount which has prevailed on the markets during the present season. While some change was more or less looked

for in an upward direction, owing to the reflection of steel developments in general, quotations remain steady. A brisk seasonal call is recorded, with the prevailing price levels described as considerably firmer than was the case during the earlier months of the year. The strength of primary steel markets continues in evidence, with such factors as the coal strike and railroad shopmen's walk-out in American centres contributing towards an uncertain future. Thus the lower freight rates on basic materials are lost sight of, although it is admitted in some quarters that it may tend to offset certain contemplated advances.

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 26 U. S. gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

IMPROVEMENT EVIDENT IN RANGE BOILER TRADE

Toronto.

Seasonal improvement is recorded in the range boiler market, the current demand for these products having recently increased in volume. While trade is still described as spasmodic by some distributors, others observe that business is up to expectations and establishes a marked improvement over conditions in range boilers apparent earlier in the season. No variation in prices has been announced since the issuing of the revised list with discounts. While sheet product prices have recorded several advances, this has had the effect of firming up the prevailing lists. It is noted, however, that the strength of the steel industry in general is now being reflected in quotations covering practically all finished steel products.

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 60
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.: Extra heavy, 40 per cent.

BETTER CALL FOR PIPE FITTINGS: PRICES STEADY

Toronto.

Since there has been a better call for pipe fittings, due to the increased activity in building circles, it is noticeable that discount levels have been decidedly more steady. Quotations on these products remain unchanged, the issuing of the revised price list with discounts on malleable fittings, constituting the last change with these levels still in effect. As indicated above, current trade is now on a more satisfactory basis, and while the improvement in trade circles is evident. Following are prevailing quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, mall.	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do., long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922. Discounts 70 and 5 per cent.

CONTINUED ACTIVITY IN TROUGH AND PIPE

Toronto.

Manufacturers and distributors of eavestrough, conductor pipe and similar products report general activity, with good prospects for a record volume of trade in these lines if the present movement continues for the balance of the season. Building activities on a more extensive scale than in the past few years has undoubtedly assisted in this direction. Prevailing price levels continue firm, but no changes have been announced. It was thought at one time that quotations would be revised upward, but while prices are reported as steady, no variations have been noted. The strength apparent in the steel industry and especially on such flat sheet products that enter into the production of trough and piping undoubtedly contributes toward the present undertone. Current quotations follow:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

	Per 100 ft
8 in.	$ 15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—

Plain round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

BOILER TUBES NEEDED IN HEATING REPAIRS

Toronto.

Local distributors of boiler tubes point towards the firmness in the primary steel markets and the fact that southern producers have recently increased the quotations on tubing, as indicating a similar upward movement in the near future on domestic boiler tube prices. Current trade is also described as on a slightly improved basis, there being a certain amount of replacement and repair work to various heating plants, etc. going on during the summer months. Prevailing price levels, however, generally remain unchanged at the following average list, with business in these products stated as good for this season of the year:

BOILER TUBES—

	Seamless	Lapweld.
1 inch	$18 00	$.....
1¼ inch	20 00	.....
1½ inch	19 00	.....
1¾ inch	20 00	.....
2 inch	19 00	16 00
2¼ inch	22 00	19 00
2½ inch	25 00	19 00
3 inch	29 00	24 00
3¼ inch	34 00	26 80
4 inch	43 00	34 25

STRONG UNDERTONE IN LEAD AND ZINC GOODS

Toronto.

Lead and zinc products are reported quite firm in price, and since the upward revisions were announced two weeks ago, it is noted that the virgin metals have again advanced. Therefore, certain manufacturers and distributors generally look for additional higher levels in the near future on the finished goods, should the present strength be maintained in primary markets. Average prevailing quotations follow:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.		0 13
Lead Waste, pipe, list, per lb.		0 14
Do., over 8 in., list per lb.		0 15
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb.		0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

SOIL PIPE IN SEASONAL DEMAND: PRICES STEADY

Toronto.

Soil pipe and fittings remain very firm in price, with trading in these products described as good. The movement during recent weeks has been accentuated by the brisk activity in construction circles, and with home building generally continuing during the summer months, a seasonal volume of business in soil pipe is generally expected for the balance of the season. Quotations are reported steady and unchanged, with the following discounts at present governing the local market:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

SCRAP MARKET STILL IN QUIET POSITION

Toronto.

Trade in scrap materials continues of a moderate nature, the waste markets generally lacking animation, as was noted during recent weeks. Prices are generally being maintained at unchanged levels, with dealers basing future anticipations upon the sustained strength of the primary steel markets and the upward swing of production costs due to the coal and transportation difficulties in southern territories. Certain metals,

however, and also scrap rubber, continue very dull. Following are the usual averages for local dealers buying prices in fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	$13 00	$14 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	14 00	15 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 25	2 50
Lumbermen's rubber boots	1 50	1 75
Auto tires	0 50	0 60
Solid tires	0 75	1 25

SIGNS OF RECOVERY IN INGOT MARKETS

Toronto.

Ingot markets are gradually showing sign of recovery, spelter, tin and copper again showing the way in this respect. Local tin prices are a little higher this week due to the moderate volume of current business combined with a slightly firmer condition at primary centres. The demand for spelter is brisk and the size of stocks is reported heavily reduced. Prices are heading towards the upward swing of the pendulum, which has been observed in ingot metals for some months past first in, one direction and then receding. The holiday season trade in ingot metals is light but firmness is evident in prices.

COPPER.—The statistical position of copper is reported as gaining strength, and prices at primary markets are described as firm and well sustained. Producers claim that current trading is somewhat restricted by the fuel and transportation outlook in the States, but domestic quotations remain steady to firm with business light. Local prices hover between 17 and 17½ cents.

TIN.—Local tin prices are quoted one cent per lb. higher, due to the signs of recovery at primary centres, with the upward trend in production centres. While the volume of trading is admittedly quiet, prices are firmer. Local quotations on ton lots are higher at 35½ cents, with less tons at 36 cents.

LEAD.—There is no appreciable weakening in this market, but business has undoubtedly assumed smaller proportions. The demand is restricted, it being stated that consumers have generally satisfied their requirements for the present. In anticipation of a recovery, local prices on less than ton lots have been advanced to $7.15. Reports from primary centres, however, indicate a listless market and the local average remains at 7 cents.

SPELTER.—The zinc market is described as strong and active, with prices considerably firmer owing to the large reduction in stocks recorded during last month. The current demand has been in excess of production records, and quotations are well-balanced with the local level at $7.25.

ANTIMONY.—This market is steady and inclined to be a little firmer. There is no marked activity to record, however, and domestic prices are unchanged at 6 to 7 cents.

ALUMINUM—The aluminum market remains quiet and dull, but previous levels continue unchanged. The local quotation hovers between 20 and 21 cents.

London Markets

LONDON, July 20.—Business here continues seasonably good. There is a steady demand for summer goods and stocks are getting rather low.

Several price changes go into effect here this week including new lower prices on turpentine and rope and new higher list on wood screws. Collections are reported as good.

EASIER PRICE LEVELS ON ROPE AND CORDAGE

London, Ont.

Reduced quotations have now been announced on rope and cordage. Best manila is lower by two cents per lb. while Beaver and British manila, lath-yarn, Sisal rope and New Zealand hemp all register a decline of one cent. Revised base prices follow:

ROPE—	lb. base
Pure Manilla	0 21
Beaver Manilla	0 19
New Zealand Hemp	0 19
Sisal	0 17

LATH YARN LOWER IN PRICE

London, Ont.

New prices announced on lath yarn show quotations one cent a lb. decline, giving a price of 17 cents a lb.

TURPENTINE PRICES DROP ANOTHER TEN CENTS

London, Ont.

A recession of ten cents per gallon has been announced by local distributors in the price on turpentine. Fluctuations have been recorded in quotations on southern producing centres, which have resulted in a variety of opinions regarding the trend of prices generally. Local stocks are described as still somewhat scarce. New price levels follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots	180
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

LOWER PRICE ON CORN POPPERS

London, Ont.

New prices on corn poppers are lower than previous quotation by about 10 per cent. Present prices as follows:

No. 7 x 2 qt. square $4.20 doz.
No. 2 x 1 qt. square $2.80 doz.

CORN HUSKERS LOWER

London, Ont.

Prices on corn huskers for this season are lower as follows:

No. P $1.70 doz.
No. 2,000 95c doz.
No. 2,100 85c doz.
No. 678 $2.75 doz.

NEW LIST INCREASES WOOD SCREW PRICES

London, Ont.

The new higher list on wood screws shown in last week's issue of Hardware and Metal is now in effect here, thus increasing prices.

PARIS GREEN STOCKS LOW

London, Ont.

Paris green is receiving an active sale and stocks are low. Present prices are as follows:—

½ lb. packages 40; I lb. packages 38, 25 lb. Drums 36, 50 lb. drums 34, 100 lb. drums 34, 250 lb. Kegs 32½, 600 lb. bbls. 32 per lb.

SEASONAL CALL NOTED FOR VACUUM BOTTLES

London, Ont.

A good summer sale is generally reported for Thermos bottles and luncheon kits, many merchants having featured these goods in their displays of seasonable goods and thus appealing to picnic and outing parties. Quotations continue unchanged at list less 25 and 10 per cent.

SEASONAL DEMAND FOR WHITE LEAD IN OIL

London, Ont.

An excellent sale for white lead in oil is still reported, with new higher price levels recently quoted now in effect. These quotations follow:

WHITE LEAD IN OIL—

	Tons Per 100 lbs.	Less Tons
Pure	13 55	13 90
Elephant	14 05	14 40

HAY FORKS AND HOES IN SEASONAL MOVEMENT

London, Ont.

Dealers generally report a brisk seasonal sale for harvest tools especially such products as hay forks and hoes. Quotations remain steady at list less sixty per cent.

POPULAR SALES IN GLASS OVENWARE

London, Ont.

Merchants record a brisk seasonal sale at present for glass ovenware. Prices are unchanged at the levels recently quoted of list less 33 1/3 per cent.

NAILS RETAIN SEASONAL VOLUME OF TRADE

London, Ont.

All through the summer months a brisk call for nails has been noted due to the activity in building circles. A fair movement is still in evidence at the following unchanged prices:

NAILS—	
Wire, base	3 65
Cut, base	4 35

Winnipeg Markets

WINNIPEG.—Price variations on current hardware markets include an advance in quotations on turpentine and new quotations are $1.85 per gallon. Linseed oil is ruling firm. List prices on lead pipe and waste appear with an increase of one cent per pound, and a revision is also made in the price of traps and bends. Soil pipe and fittings are in good demand and stocks are reported low. All lines of harvest tools and threshers supplies are showing an improvement in sales and stocks are reported low. As the hunting season is approaching, loaded shells are selling freely.

LINSEED OIL PRICE LEVELS REMAIN FIRM

Winnipeg.

Reports from the southern market state that linseed oil is ruling firm and prices are expected to go higher. The demand continues good. Flax seed will be only about 45 per cent. of the requirements, and this naturally necessitates the importation of quantities of foreign oil. Boiled linseed oil is quoted at $1.28 per gallon and raw at $1.25.

HIGHER QUOTATIONS APPEAR ON TURPENTINE

Winnipeg.

The tone of the turpentine market continues firm and export enquiries are reported. Prices have advanced 20 cents per gallon on the local market and the price recorded is $1.85 per gallon. Dealers claim that present quotations are more in comparison with the current cost of flax seed. There is a fair demand.

LEAD PIPE AND TRAPS HIGHER IN PRICE

Winnipeg.

Reflecting the firmness in the market of lead products there is an advance in the prices on lead pipe and waste. The demand for these goods is active and lead pipe is quoted at $12.51 per hundred pounds, and $13.41 for lead waste. Traps and bends are quoted at list price less 10 per cent.

FIRM TONE TO SOIL PIPE AND FITTINGS

Winnipeg.

The increased demand for soil pipe and fittings has brought stocks to a low level. A firm tone in this market is noted which attributed to the higher costs of raw material and an upward revision has been established on the local market.

SOIL PIPE—

2 inch	20%
3 inch	20%
4 inch	30%
5 and 6 inch	25%

FITTINGS—

2 to 3 inch	40%
4-5 and 6 inch	45%

HARVEST TOOLS AND THRESHERS SUPPLIES IN GOOD DEMAND

Winnipeg.

There has been a good demand for all lines of harvest tools and threshers supplies, and it is the general opinion that there will be a shortage of these lines. Wholesalers' stocks are getting low.

MIRRORS APPEAR ON LOWER PRICE LEVEL

Winnipeg.

Some lines of mirrors show a reduction in price.

	5x7	7x9	8x10
X. L.	$2.80	$3.90	$4.85

REVISED PRICE LEVELS ON MOP STICKS

Winnipeg.

Lower prices are now in effect on mop sticks. Following are the revised local quotations on these products.

MOPS—

	Per doz.
No. 10	2 40
Self Wringing	4 80

Cloths for self wringer mop, $2.20 per doz.

Hamilton Markets

HAMILTON, July 20. — Current hardware business is generally described as satisfactory, the volume of trade being larger than that recorded for similar periods last year. A slight easing off in the size of prevailing orders is reported from certain wholesale houses, a condition, which it is pointed out, can be frequently expected during the hot months. Business is stated to be good, however, with warm weather lines moving well, and bookings for early fall goods also coming to hand. On the other hand, many jobbers and retailers continue to report in an optimistic vein regarding both present trade and the outlook for the ensuing months, and while commitments are still of a limited nature, the aggregate is generally considerably above that of previous seasons.

Automobile accessories are selling well, and there is a good demand for tires, tubes and tire accessories. Spotlights, luggage carriers and motor-driven horns are selling well, also winged radiator caps. The paint business continues to be good both with painters and private users. Auto paints are in steady demand.

Dealers are experiencing difficulty in meeting the heavy demand for paris green, and one house has had to order shipments by express to meet requirements, on several occasions.

While the summer months are usually quiet periods in the steel industry, it is a noticeable fact this year the mills' report to be comfortably filled with business for July and August, and as far as their order books are concerned, should be able to maintain the current ratio of production without the incentive of additional sales of consequence. As far as the selling market is concerned, however, consumption may show a recession but replenishment of stocks continues to be a prominent factor, therefore, new business in iron and steel is less impressive. There is much pressure upon mills by steel buyers for better deliveries and this pressure seems to have increased somewhat up to date but it looks as if buyers simply want to be on the safe side, fearing a curtailment in production later on account of the coal strike.

Crop conditions are very satisfactory and business is reported fair by both wholesalers and retailers. Merchants, however, continue to buy in small quantities in order to meet their necessary requirements until the present crop is assured.

Wholesalers point out that distributing costs remain necessarily high, due to the prevalence of small and rush orders on the part of retailers generally, this custom serving to develop a false hum of activity in warehouses and shipping departments in many instances. During recent weeks, however, commitments are stated to be in larger volume, which has balanced this condition on a normal plane, as well as being indicative of the improved trade in retail circles and the restoration of confidence throughout the trade in general.

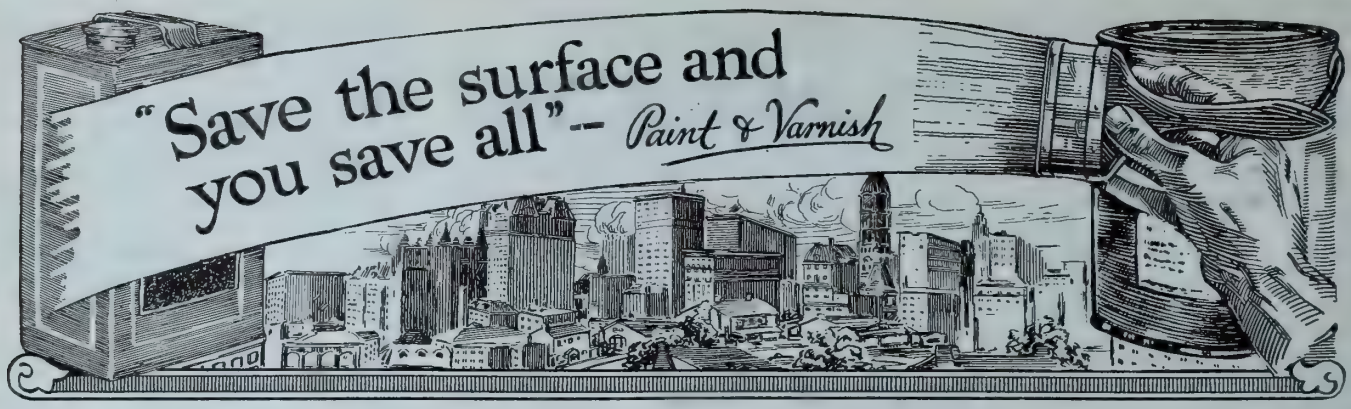
Pittsburg Markets

Steel Production.—Estimates recently made as to the rate of steel production must be revised materially. The publication not long ago of complete statistics of production in 1921 gives a fresh line on the proposition of the total output furnished by the 30 companies which make monthly returns of their ingot production, while the June report shows that there was an increase of less than one per cent. in the rate from May to June, whereas it was generally believed that there was a material increase. Increases were reported as various individual plants in June, and these increases no doubt did occur, but evidently there were decreases at other plants about which little or nothing was reported.

Revised estimates are that the annual rate of steel ingot production was 35,500,000 tons during April, 36,400,000 tons during May and 36,600,000 tons during June. The average rate during the first quarter of the year was about 26,800,000 tons a year, the average during the second quarter being about 36,150,000 tons, making an increase of 35 per cent. By another comparison, the actual production in the second quarter of this year was just about equal to the production in the entire second half of last year.

Thus there has been a great increase in production, at long range, but the production in the past few weeks has not represented any material increase and is about 10 per cent. less than recently estimated.

(Continued on page 54)



"Paint Protects the Nations' Taxable Wealth"

Construction Is Greatest Taxable Wealth in the Nation—Paint As a Building Material Has Many Advantages Over Other Kindred Materials—Government and Industrial Specifications Now Provide For Period Painting and Varnishing

EDITOR'S NOTE:—Building construction in local communities throughout Canada has always been looked upon by hardwaremen as an important source of business in paint and varnish as distinctly separate from the renewal work done each year. This year throughout Canada there is considerable building progress, and some pointers on the importance of paint and varnish to the building industry as given herewith by Ernest T. Trigg, President of the U. S. National Paint, Oil and Varnish Association, are of interest and assistance to hardwaremen in developing this branch of business:—

"A nation's great taxable wealth is its construction of various kinds. For several years prior to the war the annual addition to the nation's wealth through new construction was very great. Our construction development fell off tremendously during the period of the war and, in fact, since the war up to this year. The result was an accumulation of a great shortage throughout the country. A revival of construction has occurred this year—in fact, the amount of work under way in many communities is much in excess of the ability to produce. This is notably true insofar as the supply of skilled labor is concerned. For some weeks or months there have actually been conditions where employers in some building trades have been bidding against one another for such labor as was available.

"As to the direct relationship of our industry to construction; there is no industry other than our own, which has the ability to produce and furnish materials with which to protect, preserve and prolong the life of this great national wealth, and let me say here that while the products of our industry are considered a part of the great field of building materials, we nevertheless, enjoy a unique and especially favorable position as compared with other building materials in that, while the producers of other building materials such as brick, stone, lime, cement, lumber, slate, etc., have an opportunity to make one and the original sale only, our industry finds a customer in the new job at the time of its completion and that job or building is or should be forever after as long as it stands, a continuous and periodical customer of our industry.

No longer debate value of paint

"The inteligent and far-seeing work which the industry has done during recent years, in educating the public to the economic value of paint and varnish, is serving a most useful purpose. There is no longer the necessity for debate on the subject with thoughtful people. Recognition of the importance of paint and varnish in property conservation has been given in the freest and most practical way by not only private property owners but by substantially all of of our large industrial corporations, by public utilities, transportation companies, ship owners and operators, by our various municipalities and governments.

"By all of these, our government included, the specifications for new construction contain just as complete instructions covering the paint and varnish requirements as for any other element entering into them. Not only does this apply to new construction, but it is a regular part of the programme of upkeep that such construction shall, with sufficient frequency, be repainted and revarnished. This is done, not for the primary purpose of appearance or decoration, but for the more fundamental and thrifty purpose of protecting such property from decay and rust and thereby prolonging its life many fold. While referring to this fundamental function which we, in the industry, and a large percentage of the public, fully appreciate, I do not wish to slight or overlook the very great value to the public in its frequent use of paint and varnish from the standpaint of decoration or appearance, or price, no matter what term we use.

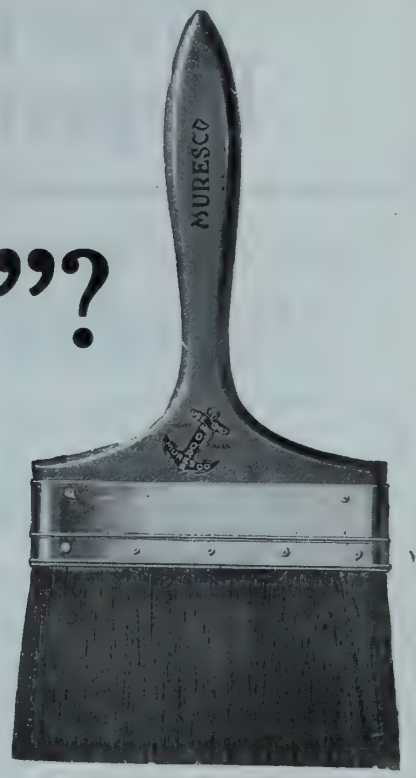
Value from decorative viewpoint

"I believe it is a fact that while the use of paint and varnish from a preservative standpoint has a tangible asset value, its use from the standpoint of appearance or justifiable pride has also a very great intangible value which cannot always be measured in dollars and cents. Without a doubt it enhances property values in the event of a desire to sell; it gives to local trades people and bankers greater confidence in the character of the property owner; it elevates the property owner and his family in the minds of others in the community and gives him and his children a better standing; it makes the property owner a better citizen, one who is more useful to himself and his community. At the risk of being considered too great an advocate of the frequent use of paint and varnish, I want to take this opportunity of suggesting that just as the property owner who keeps his property in excellent paint repair is an asset to his community, so is the property owner who allows his property to deteriorate, decay and gradually rot away, a liability.

"In saying this, I am not unmindful of the property rights bestowed upon individuals by our constitution, but I wonder if, without discussing legalities but thinking only in terms of moral rights—we haven't passed the stage of individualism which once existed and if, after all, there are not certain things which we owe to the community in which we live, the performance of which is essential to our proper community character? There are many unwritten rules which we all follow in our conduct with our fellow men—why should not the community code of ethics under which we live recognize the fact that it is a waste of wealth to the community for property to be neglected in its paint repair, and that such property—a house, if you please—made untenantable because of lack of paint attention, is depriving someone of the use of that property and hence is to the detriment of the public? I wonder, too, if we should not all be mindful of the fact that property well taken care of not only is of greater value itself, but its greater value is reflected

(Continued on Page 54)

Are You A "Moore Booster"?



If you are not handling the Moore-Money-Making-Line, you are missing a big opportunity for increased sales in your paint department.

Moore's Paints on account of their quality, have made a big hit. Dealers everywhere are reaping a harvest in profits by repeat sales.

Let everyone in your locality know that Moore's Paints can be obtained at your store by displaying them attractively in the window.

The following are some of our most popular lines:

Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooreamel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint.

"Quality Forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

HALIFAX TORONTO WINNIPEG

If interested tear out this page and place with letters to be answered

The Brush Department

Encourage Housewife's Fondness For Brushes

A Mania With Many Housewives Who Have Been Cultivated to the Use of Proper Household Brushes—Dividing Brush Customers Into Two Classes

DISCUSSING brush business with a Toronto hardware merchant this week the statement was made to Hardware and Metal that the modern housewife is very fond of using brushes and when once satisfied that certain types of brushes can greatly increase the cleanliness of her home and lessen the labor of cleaning, she becomes an enthusiastic hunter for anything new in this line of merchandise.

With this idea in mind this merchant divides his brush customers into two classes. The one class which he has not got interested in brushes and who frequently visit the store, the other class constitute the prospects who must be developed. For the former he has arranged a large table divided into sections in which the various sizes and grades of brushes are kept, each plainly price marked. One or two sample brushes in each section are taken out of their paper wrappers and are the ones to be sold. No stock of samples is kept merely for reference and to become shopworn. It is found that by the merchant showing reasonable care in attending to the brush stock customers are encouraged to give them better attention. For the prospects, the window displays are largely relied upon, suitable displays and attractive window cards being prepared with special reference to seasonable requirements. The idea of having specially designed brushes for cleansing inaccessible places was one of the best selling talks.

In selling brushes to-day perhaps one of the strongest points was said to be the sanitary talk. Brushes are almost universally used in or on soiled articles and the facility with which they may be cleansed, their ability to remove dust and dirt instead of spreading it around, and above all their cleanly and wholesome appearance, were said to be points used by this merchant in his advertising and sales talk on brushes.

SUMMER TOURISTS ON THE MOVE

(Continued from page 31)

The dealer must have some means of making it known to his public that he is a merchandiser of all the automotive equipment needed by tourists and campers. He can do this by window displays, newspaper advertising, road signs, and by letter. He can arouse interest among his local car owners in motor touring by letters and post cards pointing out the advantages of camping and a holiday on wheels, and offering to help in the preparation of trips. He can also attract the foreign motorist to his town by urging the local authorities to establish a camp-site where hot and cold water, free firewood, police protection, etc., would be provided. Once the dealer arouses his local motorists to the advantages of camping and motor touring, and persuades his townsfolk to establish a camping ground, a large field for automotive equipment sales has been opened up.

A Rest Room

If it is possible the dealer should arrange to install a rest room with washing facilities and advertise the fact that he has done so, by road signs at the main approaches where they will catch the eye of the tourist. These signs could also advertise that all motor accessories and the other accessories such as camp beds, water bags, thermos bottles, cigar lighters, luggage carriers, flashlights, tow lines, small tire repairing outfits, etc., which are needed by tourists and campers, are carried and immediately available at reasonable prices.

A very productive publicity scheme used by an Ontario dealer, is a printed card bearing full information regarding road conditions, beauty spots of the district, laws regarding lights, speed, etc., and information about hotels. These cards are distributed in the stores and hotels of the outlying villages and bring many an enquiring motorist to the dealer's door.

Another dealer has had a map made of his district showing all the roads and principal landmarks, and uses it, surrounded by his advertising material, in the form of a small card which is widely distributed. His advertising in the local paper carries the same copy.

This service is appreciated by motorists, who reciprocate by purchasing what they require from the dealer who has tried to make the going smoother for them. It doesn't matter where this type of dealer's store is situated, his service puts him on the main highway where motorists travel and that highway, called "Good Will," leads to his door.

This leads up to window displays, and attractive arrangement of goods. At this time of the year a good display of accessories will accomplish a great deal in inducing sales. Displays to be successful should have a seasonable appeal. It is not so necessary to advertise the fact you are carrying a full line of piston rings, spark plugs or other standard goods, as it is to let it be known you sell thermos bottles, spare tire covers, camp beds, flashlights and all the other devices incident to summer motoring and camping. Spark plugs are taken for granted, but the camping accessories are not. So in arranging your window display have in mind that you are appealing to people who are going to camp just as well as motor.

Some dealers go to the trouble and expense of arranging their window display to represent a camping scene or some other appropriate and suggestive display. Where this is practical it will be found to be worth all the trouble and expense expended. Whatever form of display the dealer prefers it should always be suggestive of the season.

Special Selling Ideas

Some dealers are moving large stocks of summer auto accessories by sending canvassers to summer cottage colonies for house to house sales effort. Others are making good use of lists of prospects secured through nearby automobile clubs, consisting of names and addresses of people in the territory that have written for touring information. The columns of the local newspaper which contain items telling of proposed automobile tours by townspeople is another good source of accessory prospects.

There are numerous ways in which the dealer can increase his accessory business this summer, if he will take time to consider and plan. The business is big and prospects are everywhere. If the dealer is sincere in his dealings with the motoring public, goes out half-way to meet the tourist and does all he can to serve him, advertises and merchandises his goods properly, this should be his biggest year in automotive equipment sales.

H. E. MIHELL SPOKE ON CANADIAN POSSIBILITIES FOR PAINT BUSINESS

In the report of the sales managers' conference of the paint and varnish industry at Buffalo, as reported in July 15 issue of Hardware and Metal, Mr. Reiffenstein, Brandram-Henderson Co., was credited with remarks concerning the possibilities for paint and varnish business in Canada, which were really made by H. E. Mihell, Imperial Varnish & Color Co., Toronto. The name of Mr. Reiffenstein was erroneously given in the report sent to Hardware and Metal by the officials of the U. S. "Save the Surface" campaign committee on which the article in our paper was based.

Boeckh's Brush News

Backed by a Real Guarantee

Backed up by a vigorous advertising campaign and a strong, money-back guarantee, our Hi-Gen-Ic Hand Brush, introduced a few weeks ago, is "getting across" in fine style all over Canada.

Our guarantee, for instance, inspires a prospective customer with complete confidence in the brush. It reads, "Buy a Hi-Gen-Ic Brush. **Use it for a week,** and if you do not find it just what you need, return it to the dealer from whom you bought it, and amount paid will be promptly refunded." That's a strong guarantee. We couldn't think of a better one.

We supply free to each merchant handling this splendid new line a very handsome plate glass miniature show case which holds six brushes. Conspicuously displayed on your counter this little case will catch the eye of every person who enters your store. Once seen, a Hi-Gen-Ic is nine-tenths sold.

The Hi-Gen-Ic Brush has a wealth of the strongest selling points. It is practically indestructible. Its bristles can never come out. The hardest wear and continuous sterilizing cannot harm it. It is absolutely sanitary, as it cannot collect dirt or impurities. Germs cannot collect in it; it cannot waterlog, foul or sour. It will keep the hands smooth, perfectly clean, healthy and always free of germs.

The great feature, though, is its beautifully polished aluminum back. There's no wood, nails, wire, twine or glue in the wonderful Hi-Gen-Ic. Just genuine bristles set in pure, rock-hard rubber and aluminum. Under average usage a Hi-Gen-Ic Brush should last ten years.

PRICES TO THE PUBLIC

Natural Black Bristles...	$2.50
Silver Grey Bristles.....	3.00
Ivory White Bristles	4.00

The Boeckh Company
Ltd.
TORONTO, CANADA

Makers of Everything In Good Brushes
Since 1856

Distributors :

MONTREAL:
H. E. Smith Sales Company,
130 Craig Street West

WINNIPEG:
J. B. Buckham,
664 Broadway

VANCOUVER and VICTORIA:
The T. S. Griffiths Company,
1080 Hamilton Street,
Vancouver, B.C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

MONTREAL, July 20.—Insofar as prices are concerned, the local paint markets are on a more settled basis than has been the case in recent weeks. Turpentine, which has featured the market by recording a rapid rise, has apparently settled at somewhat higher price levels than formerly. Although these market values might be considered high when compared with quotations ruling during the spring months, importers state that little recession for the present is expected owing to the prevailing conditions at primary centres. Linseed oil prices are again unchanged and the undertone of this product remains in a firm position. Although the season is advancing, demand has kept up in surprisingly good volume, and the question of seed supply from now until the new crop is still an important one in this market.

The trend of paint prices would seem to be settled, for the present at least. Although there was some uncertainty in this direction, and the question of either absorbing the total amount of sales tax or passing the entire amount on, the feeling is that nothing further will be done during the summer months. Manufacturers state that to absorb the total amount of sales tax a further increase in prices would be necessary owing to the cost of raw materials, but a further move in this regard is not thought advisable by most manufacturers.

NO FURTHER ACTION ON PAINT PRICES

Montreal.

The action on the part of paint manufacturers to increase prices on white lead, paint and varnishes, and absorb the 2¼ per cent. sales tax, thus placing them on the same footing as the jobbing houses, is apparently definitely decided upon. There was a certain amount of uncertainty in this connection immediately following the announcement of the revision, and the question of further advancing quotations and absorb the entire amount of sales tax, or else pass along the total amount, was discussed but it would now seem that the original plan will be most generally adopted for the present at least. One manufacturer has further advanced quotations on house, porch, deck and floor paint fifteen cents per gallon, but prevailing prices on this brand were formerly below levels generally given by other firms and the present change results in only a slight variation now existing. Higher raw material costs a said to be the obstacle in the way of total absorption and the slight increase made will only allow one half of the sales tax to be taken care of. One large manufacturer stated that in all probability no further action would be taken during the summer months, but the matter would be fully taken up later in the fall.

LINSEED OIL REMAINS IN STEADY POSITION

Montreal.

Current quotations on linseed oil remain unchanged with a steady to firm undertone still evident in the market. A quotation two cents less than that recorded below is given in one quarter, but generally this product is now on a fairly steady basis. Demand continues surprisingly good for this season, indicating that stocks are comparatively low. Adding also to the strong tendency is the question of seed supply from now until the new crop in the fall. Figures, now available, of warehouse stocks in Northwestern centres, show that only a limited supply is available for the balance of the present season. Local crushers maintain that a stiff market is altogether probable for the remainder of the summer. Following are unchanged local quotations:

LINSEED OIL—		
1 to 2 barrel lots, per gal.....	1 13	1 15
5 to 8 barrel lots, per gal.....	1 11	1 13

Less barrels, add 10 cents per gallon.

SLIGHTLY FIRMER TONE IN SHELLAC

Montreal.

The market situation on shellac is little changed, local quotations remaining at former figures with a variation noted among distributors. Following prices are most generally given, although some firms are maintaining price levels about twenty-five cents per gallon higher. Following a slightly easier tendency in recent weeks, the undertone of the market in primary circles is now described as firmer. Many importers feel that the question of supplies will in future be an important one, and a stiffer tone in the following months would not be surprising.

Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

TURPENTINE STILL REMAINS AT HIGHER LEVELS

Montreal.

Turpentine on the local market is on a more settled basis than it has been during recent weeks, although fluctuations are still apparent at producing centres in the south. Quotations are maintained at figures of last week, with the exception of firms who were formerly quoting $1.85, a reduction of five cents per gallon being made in these quarters.

Although the market for turpentine has risen in recent weeks to suprisingly high figures, importers are now fairly firm in their ideas and state that lower quotations to any extent in the immediate future are not looked for. Crop conditions in the south this season have been unfavorable and demand has been such that even now available supply is scarce. The market to-day is fluctuating almost from day to day, but the undertone seems strong owing to demand being fairly well maintained. It is also pointed out that present levels are a fair quotation for this product, and prices ruling earlier in the season were generally considered too low when compared with allied products. Present quotations are as follows:

TURPENTINE—	Imp.	Gal.
1 barrel lots	1 63	1 80
2 to 4 barrel lots, per gal. ...	1 61	1 78
Broken lots	1 73	1 90

Toronto

TORONTO, July 20.—The tendency reported among certain paint manufacturers last week to further advance paint prices and absorb the whole of the Sales Tax of 4½ per cent. is not being upheld and those that did revise prices announce that present quotations are stable for some time.

Turpentine remains very scarce among local dealers, and a considerable price range is still being quoted. Requirements continue to be in excess of supply and firmness is therefore expected to continue. A similar range is still evident in linseed oil prices with a firm market prevailing and a fair demand. The anticipated revision of brush prices has not materialized yet. Brush manufacturers report a firm market with a considerable shortage of short bristles. Considerable variation is evident in glass prices, extra discounts being given in many cases.

CALL FOR TURPENTINE NOW LESS URGENT

Toronto

The range in local prices on turpentine remains one of the chief factors in this market. Current consuming demand has fallen off somewhat during the last

(Continued on page 54)

for

Workmanship, Material *and* Service recommend Meakins Brushes

It's not the length of time that we have been manufacturing (since 1852) that makes these brushes so reliable but it is the Meakins quality that has set a standard for brush-making in Canada.

To sell a Meakins Brush is to put across a satisfactory sale. It is their usefulness that makes them a desirable article to purchase.

Hardwaremen will enjoy a greater business and large turnovers through Meakins Brushes.

Write for Catalogue.

Meakins & Sons

Limited

Hamilton, Ontario

Warehouses:

Winnipeg London Toronto
Montreal Vancouver
Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 52)

couple of weks, this tendency undoubtedly being due to the high price levels which the product generally attained. Prices at southern producing centres have been fluctuating more or less each day, and are now considered easier, with the volume of fresh receipts in excess of current sales and stocks consequently larger. Local distributors claim, however, that new shipments are somewhat difficult to secure and stocks are not considered large. That a firm tone will prevail throughout the turpentine markets generally for the balance of the season seems to be the general opinion, as producers point out that the world's needs are evidently larger than the available supply. Domestic prices continue to vary at the following levels:

TURPENTINE—		
1 barrel lots	1 70	1 80
2 to 4 barrel lots	1 69	1 79
5 gallon lots	1 85	1 95

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

SEED PRICES REFLECTED IN LINSEED MARKET

Toronto.

Quotations on linseed oil generally remain at unchanged levels this week, with the market tone steady to firm. A range in local prices, however, is still noted between the various distributors. The strength of the market is mainly attributed to the consuming interest in fair volume for this time of the year, combined with the support of the flax seed situation. Seed prices have been considerably firmer, and the quotations ruling on oil at the present time are generally considered as moderate in proportion to seed levels. That a shortage of seed, and consequently restricted output of linseed oil, may be apparent before the new crop becomes available in September, is suggested as a possibility in some quarters. While minor fluctuations may be apparent in both seed and oil prices, crushers point out that they do not expect costs to recede to any appreciable extent, and during the ensuing weeks, prevailing levels on linseed oil should be fairly well maintained.

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 15—1 20	1 18—1 23
3 to 4 barrel lots	1 14—1 19	1 17—1 22
6 to 9 barrel lots	1 12—1 17	1 15—1 20

NO IMPROVEMENT IN GLASS SITUATION

Toronto.

The current situation in the window glass market attracts more than usual attention due to the variance in price levels between local and eastern distributing centres. That many wholesale houses have been meeting the extra discounts quoted by certain distributors, is now generally admitted, while owing to the price advantage of this nature the territory where the lower scale of prices are obtainable is rapidly enlarging. From the position of losing orders owing to the strict maintenance of the $6.00 box list, many houses report being forced to offer discounts to hold trade. Certain other glass distributors, however, continue to report close adherence to the list given on the current market quotation pages, with the usual discount of five per cent. on lots of 25 cases or over. According to other reliable sources, a distinct range is evident in the quotations obtainable on the local market, and the opinion has been expressed that two distinct lists for domestic and imported window glass might possibly result.

SHELLAC MARKET STILL IN UNSETTLED STATE

Toronto.

The fact that prices on shellac were slightly easier during the last week or two, indicated that the scarcity of this product at primary centres was being relieved by fresh arrivals from Calcutta. It is now reported, however, that shipments during the month of June were below expectations, and while there has been a settlement of strike conditions in India which constituted one of the primary elements in preventing the transportation of shellac from the interior yet conditions of stocks is not considered as satisfactory. Shading of prices has not been so pronounced locally, and quotations have generally firmed up at the following levels:

SHELLAC	White	Orange
In bbls	5 35	4 85
Gal. jugs	5 65	5 15

VARIATION NOTED IN PARIS GREEN PRICES

Toronto.

Paris green is still reported as very scarce, and the situation on the local market is described as not so much a case of prices as a question of getting the goods. The recent two cent advance is still being quoted in several quarters but it is noted that the previous levels have again crept into the market. In many cases, therefore, buyers are apparently forced to pay two cents per pound higher than the following quotations, owing to lack of adequate supplies to meet the current brisk demand:

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 40
1-lb. paper cartons, per lb.	0 38
½-lb. tins, per lb.	0 42
1-lb. tins, per lb.	0 40
25-lb. tins, per lb.	0 36
50 and 100 lb. drums	0 34
250-lb. kegs, per lb.	0 32½
600-lb. barrels, per lb.	0 32

BRUSH PRICES DEPEND ON BRISTLE MARKET

Toronto.

That the trade are more or less anticipating some revision in brush prices at an early date, is quoting the current situation in this market. Whether such changes will be upward or downward, however, cannot be ascertained at present. One manufacturer pointed out that should any revisions develop in quotations on their line of brushes, it would most likely be of an equalizing nature according to the trend of bristle prices and production costs, which would likely mean some prices going upward and others perhaps being reduced. The bristle market is generally described as firm, with little improvement noted in supply conditions, short sizes being particularly scarce. Manufacturers also point out that variations in production levels during the past twelve months have only been of a minor character. Black bristles have now become the primary article used in the manufacture of paint bristles, white bristles being still scarce in addition to being too expensive for commercial purposes. Certain grey bristles can still be secured, however. Producers are inclined to the opinion that the black bristle has come to stay and the fact that painters and private consumers have become more or less educated to its use, are factors offsetting the prevailing situation to some extent Therefore, even although European bristle markets improve in the future to such an extent that white bristles will again be available on a large scale, the dark bristle will likely retain the market for certain purposes.

PITTSBURGH MARKETS

(Continued from page 47)

The balance between production and consumption is not altered by the revision in estimates, as there had been no estimate of consumption other than that derived from shipments, but it looks easier for consumption to absorb the production than it did, and there is less prospect of consumers being overstocked. Scared by the coal strike, consumers might easily have piled up too much steel, then starting to liquidate if they saw the coal strike ended and prospects of there being unlimited supplies of steel. As matters stand, there is little prospect that it will be possible at any time this year to make steel at a much greater rate than of late.

"PAINT PROTECTS THE NATIONS'

(Continued from page 48)

to surrounding properties, while neglected buildings in like manner depreciate the value of adjacent properties? It is a fact that community-life rules recognize this principle in many directions.

"I sometimes wonder what men in other industries must think of the paint and varnish manufacturers of this country when they realize how relatively little of the possibilities for business which exist is being realized on. We, in our industry, certainly should know more about the economic value of the use of our products than anyone else, and I feel that continued failure on our part to enlighten the public as to their interest, is a reflection upon the good faith of the industry and an evidence of failure to serve where service is required."

You can avoid Complaints

about bristles flaring if you sell the

Best Brushes

Sell a professional or amateur Painter a Canada Solid Centre Straight Compressed Rubberset brush and you've made a permanent customer. Why? Because a brush made with our straight compression eliminates entirely bushing or flaring of the bristles—it gives the painter that perfect working brush he desires so much.

Our solid centre straight compressed brushes are made in Wall, Flowing, Oval, Chisel, Varnish and Paint Brushes—and are Rubberset.

Sell

CANADA BRUSHES

—The—

Brushes of Quality

Every brush bearing our name is backed by our guarantee.

Manufactured by

Canada Brush Co. Limited

ST. JOHN - - N. B.

Montreal Branch: 17 St. Gabriel St.
Representatives: St. Michel, Ltd.

LAWSON "NU"-JAMB SPRING HINGES

No Hanging Strip Required.

Fast-selling because Money-saving

Every Lawson "Nu"-Jamb Spring Hinge saves $1.50 or more per door because no hanging strip is required. Hinge fastens directly to the jamb. Easy to put up or remove. Stronger than any other spring hinge on the market. Approved by leading architects everywhere. Write for catalog, prices and terms.

CANADIAN REPRESENTATIVES:
For Ontario, Quebec and Maritime Provinces.
SMITH-STEWART CO.,
London Loan Bldg. LONDON, ONT.

LAWSON

Manufacturing Company

230 West Superior St., Chicago, Ill.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

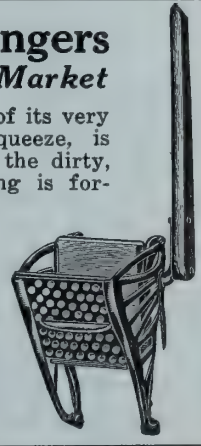
Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**



WHITE MOP WRINGER CO
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.
Remington Union Metalic, list less 2½ per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, .80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . ..	1 50	Group 5....	2 00
Group 6 . ..	2 50	Group 7....	3 50

Axes bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............. 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Beaver (brass)	8 00
Competition Globe (metal)...	5 90
Diamond King (glass).......	7 50
Enamel Queen	9 00
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00
Canuck, (glass)	7 50
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent. 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
real	0 30
Do., Toronto	0 26

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55. $16.10 per doz. Home No. 65. $21.18 per doz. Home No. 75. $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

London, Ont.		Hand	Power
No. 0	9 75	9 90	.....
No. 1	10 05	10 25	13 05
No. 2	10 65	10 90	13 65
No. 3	11 40	12 00	14 00
No. 4	13 80	14 25	16 80
No. 5	14 55	15 00	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 29
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 30
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 37
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 42
Tubing, lb.	0 32	0 30

Above prices are full sheets and bars. Cut sheets and bars are 5c, per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75 Toronto, $8.00; London, $7.75.

Barrett Products get quick action

Dull Business hasn't got a chance
With Barrett Products in the store.
They kick the old boy in the pants
And send him howling out the door.

For Barrett Products know the way
To build up profits and good will.
They bring new business every day—
New dollars to the money till.

Careful buyers always use them—
They've earned their wide renown and fame—
First-time buyers always choose them
Because they bear the Barrett name.

Don't listen to Dull Business wail
That times are bad and trade is sick.
These Barrett Products never fail
To make the sales come fast and thick!

WINNIPEG VANCOUVER HALIFAX, N. S. **The Barrett Company, LIMITED** MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ..$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
Per doz.
For 15" Axle ....$ 6 80
For 17" Axle 7 20
For 19" Axle 8 10
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 15 00

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Per Doz. Pair.
Atlas, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4" 12 40
Do., 5" 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 10 00
Do., 2 burner 15 00
Discount 30 per cent.
Universal 13 80
F.O.B. Toronto.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do., No. 3 ... . 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 [illegible] in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... ... 21c per lb.
48 x 96 ... ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per se, ...$ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. ... 1 20 doz.
6 doz. cases ...... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 3 75
Barn Door, No. 5 .... 3 00
Do., No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD— For pig lead, lead andzinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

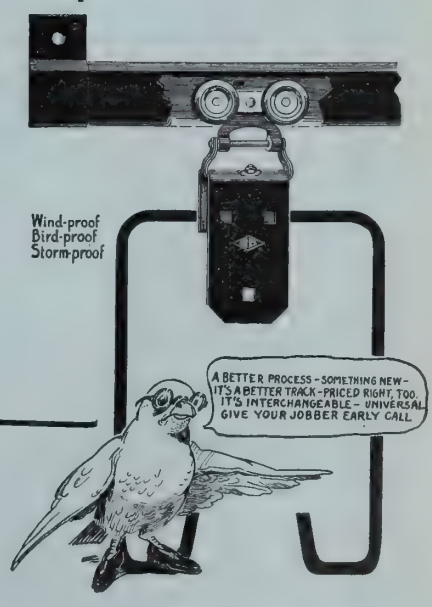
WE ARE so proud of our improved square track that we are emphasizing it particularly. There is not the slightest doubt of it pleasing the man that is hardest to satisfy.

No garage or barn should be built without a full equipment of wind-proof, bird-proof, storm-proof doors.

This new track is interchangeable with any square track on the market.

It is universal to all styles of doors in barns, garages, elevators or factories.

Ask your Dealer



N. Slater Company, Limited

Hamilton - Ontario

Representatives:

T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Que.
N. J. Dineen, Winnipeg.
A. T. Chambers, Vancouver, B.C.

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood $3.65 base.

F.O.B. Montreal, $3.70 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.O.B. Montreal, $4.40 base.

Carload freight allowed, Toronto, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.

Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50

1½ inch mesh and 19 ga. wire:

12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90

1 inch mesh and 20 ga. wire

12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00

¾ inch mesh and 20 ga. wire:

24 inch...$10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire:

24 inch...$16 50 36 inch....24 00
30 inch... 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... ... 0 67
2060 ... ... 0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—
24 inch, per roll 5 50
36 inch, per roll 7 15
48 inch, per roll 9 85
72 inch, per roll 11 25

Put up in rolls.

NIPPLES:

See Fittings.

OAKUM— Per 100 lbs.

Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 80

F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. .. ..$ 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 35½

Above prices net. Gallon.

Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.69.0
Paraffine 0.20.0

List, less 15 per cent.

Polarine per gal. list 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute 0 15
Coarse jute 0 11
Hemp 0 30
Square braided hemp 0 32
No. 1 Italian 0 35
No. 2 Italian 0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette 0 85

Per 100 lbs.

Monarch sheathing, white .. 5 50
Do., gray 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Scythe brand dry straw 3 15
Spruce Sheathing, 36" and 72" wide 6 00
Asbestos Sheathing 6 75
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz. 3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iorn Blk.	Gen. Wrot. Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. 50/10%
8 in. .... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt... 1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Sisal 0 17

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets ..	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN

20x28x100 lb. basis, box..$13 00
20x28IC, 112s, box 13 50
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net

4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz. each 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—

No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.

F. O. B. Toronto.

Ready, 2 ply, $1.85; 3 ply, $2.20.

Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.

Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.

F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles
4 shingles in one, per sq. 6 00
Everlastic red or green, mineral surface, sq.. 36" wide.. 2 85
Do., 18 wide 3 30
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 and 10 gal. cans 0 85
1 gal. cans, gal., doz. 10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

Per lb.
400 lb. drums 0 04
125 lb. drums 0 05

Above prices net. per doz.
5 lb. cans 6 60
10 lb. cans 12 00
1 lb. cans 2 50

Less 25 per cent.

F.O.B. Montreal.

ROPE

Pure Manila basis 0 21
Beaver manila, basis 0 19
British manila, basis 0 19
New Zealand hemp, basis . 0 19

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis 0 17
Double lath yarn 0 17½
Yacht marline, tarred 0 53
Halyards, (basis) 0 46
Beaver Halyards, wht. pol. ¾ in. basis 0 30
Hemp, deep sea line, basis 0 46
Hemp, tarred ratline, basis 0 39
Hemp, tarred bolt rope basis 0 41
Marline and Houseline .. 0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application.

Cotton, ⅛ in. 0 46
Do., 5-32 in. 0 45
Do., 3-16 in. 0 42
Do., ¼ in. and up 0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SCALES

Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.

Stamping extra.

F.O.B. Toronto, Montreal, Hamilton.

SCREWS—

Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, F. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass ....75 /5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70 /5%
Wood, R. H., bronze ....70 /5%
Square cap .... 55 %
Hexagon cap ... ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench

No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.

No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

Order by Name
Sell by Name

When a name means easy sales and quick turnover, that name is no less valuable to the dealer than to the manufacturer.

During fifty years the names of these five brands have come to mean Standard Quality in files.

Cash in on that, Mr. Dealer! Stock one of these standard brands, and build up a big file trade.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ont.

TRADE **FRAIM** MARK

No. 719, Actual Size.

A Quick and Easy Seller

Here is a substantially made ward and lever Padlock of wrought steel that sells at a popular price. It is one of a series that contains a lock for almost any ordinary need. Every progressive dealer who stocks this popular line will realize

Quick Sales
and Generous Profits

These locks are made in 5 sizes, from 1 5-16 to 2¼ inches; they can be obtained with Wrought Steel Cases in Black Japanned, Brass Plated and Electro Galvanized finishes. Also made with Wrought Brass Case and Japanned Steel Shackle in the 1½, 1¾ and 2-inch sizes.

Write for our No 28 Catalogue, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
Lancaster, Penna, U.S.A.

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $4.50; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	—50 ft. Challenge Stl.....	4 95
103	—50 ft. Reliable Jr., Stl...	5 25
243	—50 ft. Rival Steel	4 40
553	—50 ft. Steel	3 95
1243	—50 ft. Rival Jr., Steel ..	4 06
603	—50 ft. Metallic	3 17
604	—66 ft. Do.	3 54
403	—50 ft. Linen	2 39
		Dozen.
713	—50 ft. Ass Skin	6 15
714	—66 ft. Ass Skin	7 37
143	—3 ft. Steel Pocket	7 27
145	—5 ft. Steel Pocket.......	9 20
175	—5 ft. Linen Pocket	6 35
165	—5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. ..$28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29 00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings,, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs. ..	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs. ...	2 50	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 368

65104

That's how many tons "Premier" Galvanized Steel Sheets we've made to July 1st, 1922.

We were handicapped by various causes through the years from 1915 to date and rarely have been able to operate 100%, but that's what we're doing this year.

THE WINNER

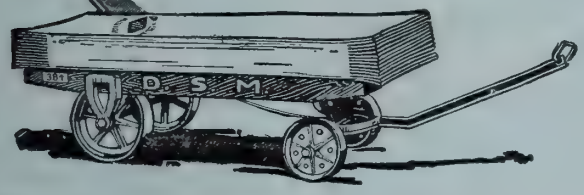
1st (Gold Watch)—E. A. WHITTEN (74,365 tons), of the Whitten Co., Ltd., Bracebridge, Ont.

2nd (Leather Bag)—A. MACNISH (76,638 tons), of A. C. Leslie & Co., Toronto.

3rd (Carving Set)—ALBERT LANE (76,650 tons), of Hdwe. Dept., Security Lumber Co., Vawn, Sask.

Congratulations—and thanks to all who sent in estimates.

TINKER TOM.



MADE IN PREMIER CANADA

"DOON"

Twines & Cordage

Are Entirely Made in Canada

and are known for their absolute dependability and uniform quality

DOON TWINES D MADE IN CANADA

Satisfaction Guaranteed

FLAX, HEMP AND JUTE TWINES
For All Purposes

HOSIERY TWINES — MARLIN TWINES
PLOW LINES — CLOTHES LINES
FLAX, HEMP AND JUTE SEWING TWINES

Write for Samples and Prices.

DOON TWINES, LIMITED

Spinning Mills at Doon and Kitchener

HEAD OFFICE — KITCHENER, ONTARIO

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK * GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100 lb. kegs	0 ..
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
Indian red oxide bbls.	
Vermillion, American	0 35
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75
COLORS in OIL, Pure	1-lb.
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 85

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 27
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 23
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 80
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 85

Montreal, less 15%.
Toronto and London, net list.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.
GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.
LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C & A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.
LINSEED OIL—see weekly report.
LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾
LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.
OILS—Fly Crenoid.
Barrels, per gal. $ 60
Half-Barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co. pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand, colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half barrels	0 50	
5s and 10s	0 60	

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.
PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	7 25
Water white	9 40

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 35	4 85
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.
SHINGLE STAINS

	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors	4 18	
B. H. Maritime Spar	5 23	
B. H. Hard Oil	2 57	
B. H. Gold Medal	3 28	
Plastilite, Imp. V.	3 95	
Granitine Floor Finish	3 95	
Hydrox Spar, Imp. V.	5 00	
C. P. C. Sun Varnish	4 00	
Glidden Wearette	4 00	
Glidden Floorette	4 00	
C.P.C. Sun Aero Spar	4 60	
C.P.C. Sun Waterproof Floor	4 10	
I. V. Elastica, No. 1	4 99	
Do., No. 2	4 58	
Do., Floor	4 10	
O.P.W. Jasperite Interior and exterior	3 40	
O.P.W. Indestructo, floor	3 40	
O.P.W. Jasperite Pale Hard Oil	2 50	
P. & L., No., No. 61	5 14	
Jamieson's Copaline	4 10	
M-S Marble-Ite Floor	4 32	
M-S Wood-Var.	4 16	
M-S Durable Spar	5 23	
M-S Finest Interior	4 97	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Morvar Interior	5 25	
Moore's Spar	5 00	
Elastic Interior	3 24	
Mar-not, S. W.	4 03	
Quick Action House	2 70	
Rexspar, S. W.	5 14	
Scar-Not S.W.	4 76	
Lowe Bros., durable floor	4 60	
Solpar House Spar	4 60	
Solpar Floor	4 60	
Solpar, Interior	3 60	
Kyanize Spar, Boston Var.	5 25	
Kyanize Cabinet Rubbing	4 95	
Kyanize Interior and Floor	4 95	
Luxeberry Light	4 85	
Luxeberry granite	5 00	
Luxeberry spar	5 72	
Ramsay's Universal	3 85	
Ramsay's Agate Floor	3 90	
Ramsay's 400 Hard Oil	3 35	
Ramsay's No. 720	3 10	
"C. D. Big 4" Exterior	5 10	
Do., Interior	4 60	
"C. D. Big 4" Floor	4 50	
C. D. General purpose	4 28	
C. D. Furniture	2 30	
Dougall Univarnish, clear	4 50	
Dougall Transparent, spar	5 00	
Dougall Transparent, floor	4 50	
Do., Nogloss, interior	4 50	
Do., Interior	4 50	
Adelite, No. 103, Floor	4 00	
Adelite, No. 105, Flat	4 00	
Adelite, No. 100, Spar	5 80	

F.O.B. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 110 lbs.)	White.	Colors
5 lb. pkgs.		
Frescota	$ 8 50	$9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	$ 7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, extra, 16c; XX, grand, 15c; XLCR, 14c, X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 7, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½s; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B. H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 50

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal.
In five gallons	$ 1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit $15 50 $19 00
Double Bit 24 00
Broad Axes 60 00

AXES, Bench

Single Bit 10 80 13 00
Double Bit 17 00
Broad Axes 56 00
No. 5 .. .. 27 70
No. 6 .. .. 30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.
2½ x 2½ in. 0 36
3 x 3 in. 0 37
3½ x 3½ 0 38
4 x 4 in. 0 50
4½ x 4½ 0 75
5 x 5 in. 1 30
Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅝ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.30; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.26; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 3, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—
Big Ben 3 50
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER
Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS
See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.76.

FILES
Globe .... Discount 60%
Nicholson Gen, ... Discount 40%

FITTINGS—Malleable
Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each
Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN
Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 8 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain
No. 0, 1½ lb.............$17 00
No. 1, 1¼ lbs. 16 00
No. 1⅓, 1 lb. 15 75
No. 2, 13 oz. 15 60
No. 22, 1¼ lbs. 13 25
No. 21, 1 lb. 12 70
Bell Face
No. 61, 1¼ lbs. 16 00
No. 61½, 1 lb. 15 75
No. 62, 13 oz. 15 60
No. 65, 1¼ lbs. 13 25
No. 64, 1 lb. 12 70

HAMMERS, MACHINISTS'
No. 1 .... 10 20
No. 1½ 11 70
No. 2 .... 13 50
N. 2¼ 15 15

HAMMERS, MASONS'
No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.
Light Strap—3 in., 98c per doz. prs.; 4 in., $1.18; 5 in., $1.27; 6 in., $1.60; 8 in., $2.28; 10 in., $3.27.
Light Tee—3 in., 98c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., 24 in.. $16.50.
$7.75; 18 in., $11.35; 21 in., $12.75;

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN
½ in. x 3-ply 9 50
⅝ in. x 3-ply 11 00
¾ in. x 3-ply 13 00

IRON GALVANI%ED
Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 7 90
26 Am. or 26 Eng. 7 50
26 Am. or 26 Eng. 7 20
24 ... ... 7 05
22 ... . 7 05
18 and 20 ... ... 6 90
16 ... ... 6 90

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb., 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's 17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—
No. 2 Japanned 10 58
No. 2 plain 10 07
No. 2 coppered 16 25
Short Globe, doz. 10 58

LATCHES—Thumb, Steel Doz.
102 ... ...$ 1 85
103 ... ... 2 00
104 ... ... 2 30
Barn Door
5 ... ... 3 85
8 ... ... 4 25
9 ... ... 6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.
Raw 1 25
Boiled 1 28

MACHINES—WASHING
Each
Dowswell ... ...$ 9 55
New Century 16 30
Canadian 10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1 ....$16 00
O-Cedar, No. 3 ... . 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade ..	9 60	10 25	10 06
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 80%; round head, brass 72½%; flat head, brass, 75%; coach, 45/5 per cent.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	8 80	5 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.65 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 51
Cotton, 3-ply balls	0 55
Cotton, 4-ply cones	0 53
Cotton, 4-ply balls	0 57

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No 12, $5.20; No. 14, $5.40; No. 15. $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

—Dozen— Always Ready	Black,	N P
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

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These popular tools give definite satisfaction and service in use and represent strength combined with durability. The quality and reputation are unsurpassed.

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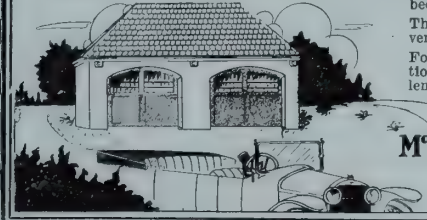

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Limited
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BIBBS, BASIN and BATH COCKS, COMPRESSION
United Brassfounders & Engineers, Limited, Manchester, Eng.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnston Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
United Brassfoundors & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.
W. Walker & Son, Ltd., Toronto, Ont.

The Publisher's Page

TORONTO JULY 22, 1922

HOW MANY CALLS SHOULD IT TAKE TO GET AN ORDER?

"That depends on circumstances," you say. "Quite true," but here are details of an incident that will interest you. (Names will be supplied on request).

A Toronto manufacturer's representative said: "I have been calling regularly for months on the — Hardware Co., and the — Wholesale Hardware Co., and did not even get a word of encouragement from them, although I sold most of the other jobbers. This week my company has received enquiries from both of these wholesale firms referring to the lines my company are advertising in HARDWARE AND METAL. I have since called and received orders from both of them. How do you explain it? Is this a reflection on my selling methods?"

We don't know why he did not get the orders in the first place. Perhaps the buyers were busy or worried and not in a receptive mood for suggestions. We do know, however, that every wholesale hardware buyer, over 90% of the retail hardware buyers rated in Dun's and Bradstreet's, 900 buyers for hardware sections of department or general stores, and 260 purchasing agents of railways, mines, government purchasing departments, and industrial concerns, read HARDWARE AND METAL advertising pages when in a receptive mood—when looking for new lines—new sources of supply. The two wholesale buyers mentioned above are only two of our 4,350 leading buyers who will study carefully the advertising pages of the 34th Annual Fall Buying and Directory Number to be issued on Aug. 19th. If you are not represented you will not be missed, but if your advertisement is there, **it will be read and re-read,** because this issue will be used as a Buyers' Guide and Reference Number during the Fall and Winter months.

Business is coming back strong. Are you sharing in it? Advertising in the Buyers' Guide will influence Fall and Winter orders. Send your reservation now. Date of issue, Aug. 19. Last form closes Aug. 16.

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

THE BUYERS' GUIDE

BROOMS
Canada Brush Co., Ltd., St. John. N.B.
Walter Woods Ltd., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y. ....
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Pritain, Conn.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto. Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited. Toronto Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FISHING TACKLE
F. J. Thomscon, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

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The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

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Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

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Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

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Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
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HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

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Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

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Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
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Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Harold C. Shipman & Co., Ottawa, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
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Goodell-Pratt Co., Greenfield, Mass.
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INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

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The Dominion Iron & Steel Co., Ltd., Montreal, Q
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
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The National Electric Heating Co., Ltd., Toronto

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J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

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Stanley Works, New Britain, Conn.

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Millers Falls Company, Millers Falls, Mass.

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Walter Woods Ltd., Hamilton, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

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KNIVES, BUTCHERS' & COOKS'
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E. C. Atkins & Co., Hamilton, Ont.

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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

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Canadian Westinghouse Co., Limited, Hamilton
Canadian Westinghouse Co., Limited, Hamilton.

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Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

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Canada Metal Co., Toronto.
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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The E. T. Fraim Lock Co., Lancaster, Pa

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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T. F. Shurly Co., Ltd., St. Catharines, Ont.

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Harold C. Shipman & Co., Ottawa, Ont.

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E. C. Atkins & Co., Hamilton, Ont.

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Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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The Warren Tool & Forge Co., Warren, Ohio.

MAULS
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The Warren Tool & Forge Co., Warren, Ohio.

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Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

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The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.
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A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Toronto Plate Glass Importing Co., Toronto.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

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J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

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The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
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S. F. Bowser Company, Ltd., Toronto, Ont.
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Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

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Dennis Wire and Iron Works, London, Ont.

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Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
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Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

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Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Oht.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., L tM..duntorae SHRDL
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
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J. H. Hanson & Co., Ltd., Montreal, Que.
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Hurtubise, Limited, Montrea.l
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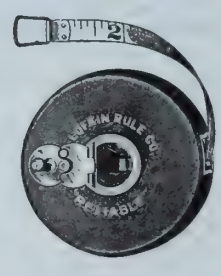

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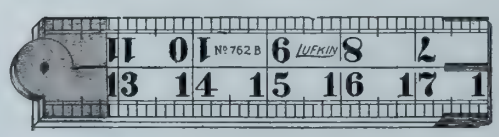

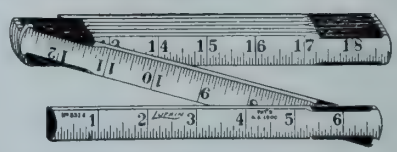

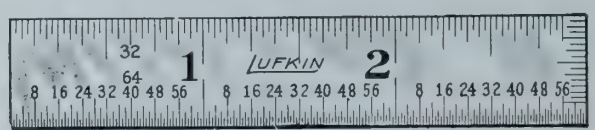

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Tie up with the Dominion-wide advertising campaign by making a special window display. Your customers will read the newspaper advertisements and then look for the dealer who stocks these jars. If you display them prominently, the business is **yours.**

The display will bring them into **your** store and you can sell them, not only jars, but all the other requisites for canning.

A HANDSOME EIGHT COLOR DISPLAY CARD for use as window trim will be mailed to you together with pictures and diagrams of window dressing suggestions by Mr. Carroll, head window designer of Almy's store, Montreal, FREE OF CHARGE. Write for it on your letterhead. And write at once, the number available is strictly limited.

Window Dressing Competition

A first prize of THIRTY DOLLARS, second prize of TWENTY DOLLARS and FIVE PRIZES of TEN DOLLARS will be awarded for the best dressed window tieing up with this campaign. Pictures must be on glossy paper, at least quarter-plate size. Dress your window early, photograph it and stand in line for one of the prizes.

Dominion Glass Company Limited, Montreal

1729

1922

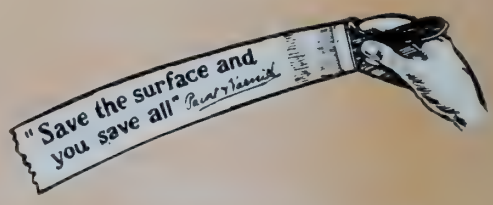
BRANDRAM'S *Genuine* B.B. WHITE LEAD

In the organic world an evolutionary process is said to be at work, ever developing the good and eliminating the unfit. Time is the great arbiter, the acid test, that infallibly detects the false, leaving the genuine untouched.

Nearly two hundred years ago a White Lead corrosion process was discovered by one of the founders of the House of BRANDRAM. This has been used continuously every since for the manufacture of a product of superb value, and to-day BRANDRAM'S GENUINE B. B. WHITE LEAD is being made on the original formula, the washing, pressing and grinding processes among others being facilitated, however, by the aid of modern mechanical methods.

In a very few generations the unworthy goes to the wall, but during ten generations BRANDRAM'S GENUINE B. B. WHITE LEAD has earned and still maintains a world wide reputation for its possession of the essential properties of White Lead in oil—excelling as it does in spreading and covering qualities and in durability.

Tested by Science's latest method, the Pfund Cryptometer, an instrument of mathematical precision — BRANDRAM'S GENUINE B. B. WHITE LEAD is proved to have greater hiding power than any other brand on the market.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 30 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA July 29, 1922

Files Are Unique Among Tools

MOST good tools last a comparatively long time. A saw, a hammer, a chisel—each has a long life.

Files, by their very nature, must be frequently replaced. Hence, file users seek the best to avoid too frequent replacing.

All this means that if you stock one of these standard brands, you have steady, satisfied file customers. They give long, efficient service, and make firm friends.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company
PORT HOPE - - ONTARIO

Columbia "HOT SHOT"

Canada is Expecting the Greatest Harvest in Her History

More men and more machines than have ever before been used in a harvest will be employed to gather in this tremendous crop.

Every tractor and gas engine will need dry batteries and plenty of them. Here is a golden opportunity for you to sell Columbia "Hot Shot" dry batteries. Every farmer knows that the Columbia delivers the hottest sparks for the longest time, so your market is ready-made, waiting for you. Look to your stock. Order early from your jobber, and specify Columbias.

The wise dealer will make sure of his supply—and profits.

CANADIAN NATIONAL CARBON CO., LIMITED

Montreal **Toronto** **Winnipeg**

CT8

Medium

Heavy

Extra Heavy

Outstanding Service

Samson Roofing can be recommended with confidence for the heaviest duty.

It is a super quality product which can be used on all kinds of buildings.

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO

SAMSON
ROOFING

If interested tear out this page and place with letters to be answered

Then You Step Up And do the Selling

Any good hardware merchant can sell goods once he gets the customers into his store. It's the "getting them there" that counts.

What's the solution? Advertising!

Use space in your local paper to tell women what you've got and they'll come right around to your store to see for themselves. Then you step up and do the selling.

Attractively dressed windows catch the eye and buying interest of every person that passes. **But how about those who do not pass?** How are they to be reached? The only known way is advertising.

Our great advertising campaign is going splendidly and it's doing best in those towns where hardware merchants are "hooking on" to our ads or using our free cuts to advertise Diamond Ware or Pearl Ware.

Give advertising a good try out. It pays. Send to us for the cuts you'll need. Order one of our striking window trims, and a copy of our book of selling points entitled "Helping you to Make More Money." We can also supply you with price tags, giant ads, small window cards. All free, of course.

SHIPMENTS MADE PROMPTLY

SMP QUALITY THE SHEET METAL PRODUCTS Co OF CANADA LIMITED SMP QUALITY

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

If interested tear out this page and place with letters to be answered

A Product Worthy of Its Name

The Braced Rail

"CANADA"

Flexible Steel Door Hanger

THE "Canada" flexible door hanger represents the acme of perfection in a hanger of this style. Running smoothly on anti-friction steel roller bearings, the "Canada" is ready for quick, easy action at all times. The "Canada" combines strength, durability and practicability in one, is easy to apply, and simple yet efficient in operation. The braced rail shown above is 1¼ in. by 3-16 in. and is available in lengths of 4, 6, 8 and 10 feet.

"Canada" hangers are neatly and conveniently packed, one pair in a box complete with bolts. This hanger has an especially strong appeal to farmers. The flexibility of the hanger makes it a favorite as doors cannot be damaged by high winds when "Canada" hangers are used.

If you are not selling this hanger, get a supply from your jobber at once or send us a trial order.

THE CANADA

Canada Steel Goods Company

LIMITED

Hamilton - - - - Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S JACK SCREWS
ARE
HUSKY HOISTERS

BETTER BUILT THAN IMPORTED JACKS
Reliable Jacks bear the name SMART

JAMES SMART PLANT
BROCKVILLE - CANADA
St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

Bur-BANK Your PROFITS

Says the Wise Old Owl

There's a game I know
and it's lots of fun,
Making two blades grow
where there once grew one.
Seed well your field with
the two Gillettes—
The New Improved and the
Brownie Sets
'Neath window glass give
them light and sun
Profit by the spade-work
Gillettes have done,
With a Brownie Sale
water now and then,
And where one blade grew,
you will soon grow ten.

To Luther Burbank, wizard of the orchard and teacher of the art of growing two blades of grass where there once grew one, the Old Owl owes his inspiration.

The Burbank type of mind lives on results. Logically, it goes after success. Straight to the roots of things it dives. In science, art, politics or commerce, on a throne or in a hardware store, it will not be denied its "reason why" results.

To the disciple of Burbank the two Gillette razors are a delight. They grow blades. Blade sales are profits—perennial profits—born to be born again. And both grow the same blades. It's a three-to-one shot—the New Improved, the Brownie or Blades—and few indeed are the opportunities he misses.

The Brownie Gillette has opened up a market new and separate from your old $5.00 one. And a Brownie buyer is always your prospect for the New Improved. Meantime, he is buying blades from you and you are Bur-BANKING your profits.

Gillette
Safety Razor

The New Improved $5.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

The Brownie Gillette $1.00

If interested tear out this page and place with letters to be answered

REX —

A Complete line of BROWN & SHARPE MICROMETERS

AT A LOW PRICE

To supply the need for highly accurate, inexpensive measuring instruments, we announce Rex Micrometers. The high Brown & Sharpe accuracy you have always known is now available to every shop at a low price.

Note these features—Every Rex Micrometer from No. 59, measuring 0 to 1 in., to No. 88, measuring 23 in. to 24 in., has a Clamp Ring. The rectangular shape of the Rex frames gives greater measuring capacity than frames of the circular type. Anvil, spindle, and other parts are similar to the regular Brown & Sharpe Micrometers, and means are provided for adjustment for wear.

Our advertising on this Rex line emphasizes two points: 1—Rex Micrometers have the high Brown & Sharpe accuracy mechanics regard as standard. 2—These highly accurate tools are available at a low price.

Be ready to supply the demand for these high-grade, inexpensive tools. Take full advantage of our announcements. Stock up at once—your first customers will tell others that you carry Rex Micrometers.

Descriptive circulars in three colors are ready for distribution.

REX

1 in. Micrometer Caliper

No. 11

without Clamp Ring

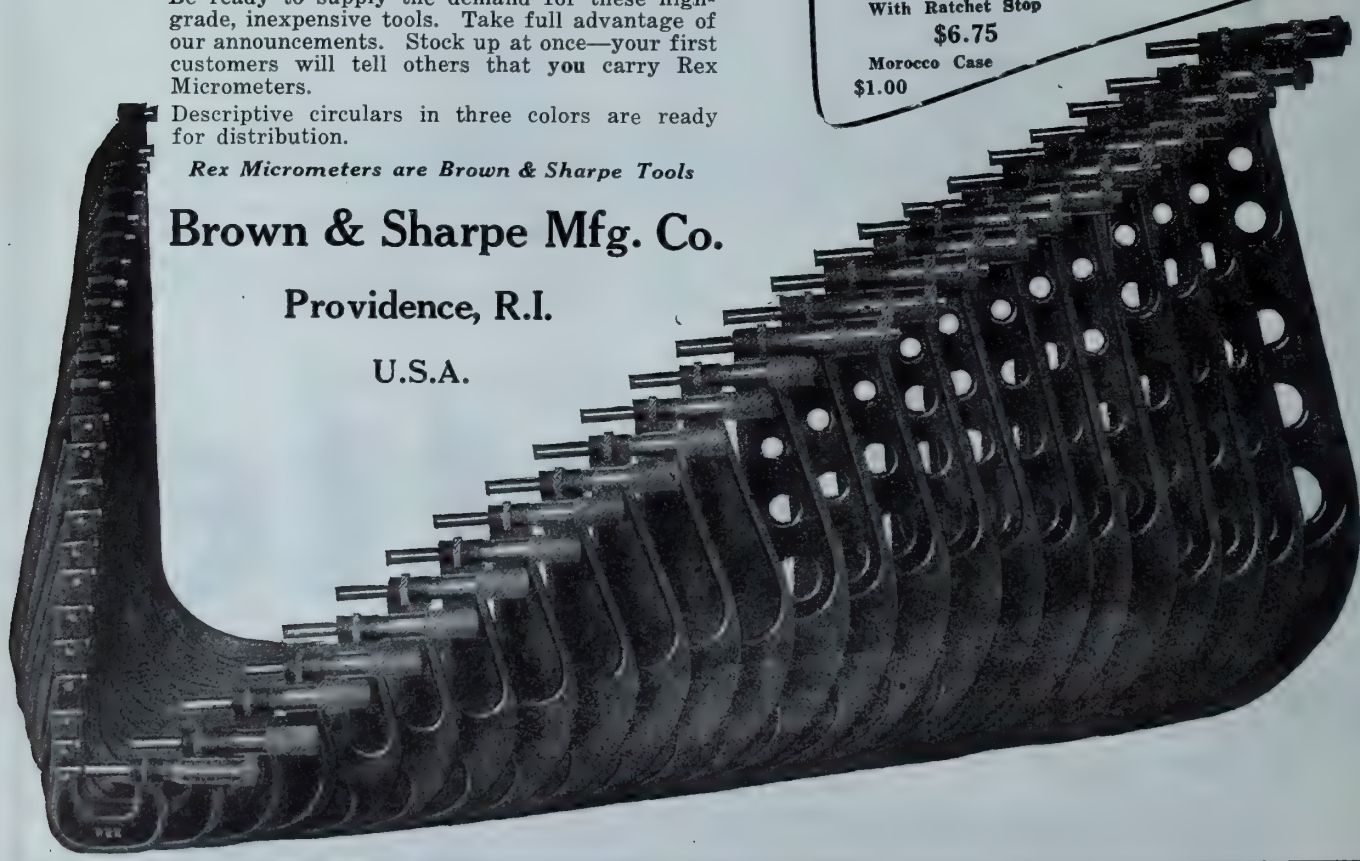
$6.25

With Ratchet Stop

$6.75

Morocco Case

$1.00



Rex Micrometers are Brown & Sharpe Tools

Brown & Sharpe Mfg. Co.

Providence, R.I.

U.S.A.

If interested tear out this page and place with letters to be answered

DON'T FORGET

Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I·XL Cutlery

When Placing Sorting Up Orders

A Complete Assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada

4619 Table and Dessert

4621 Table and Dessert

No. 2000

No. 1000

No. 292

No. 611

No. 2609 Sizes 5, 6, 7, 8, 9, 10, 12 and 14

A. Macfarlane & Co., Limited

MONTREAL

Canadian Representatives

If interested tear out this page and place with letters to be answered

A New Millers Falls Tool

Ratchet Screw Driver No. 63

THIS new Millers Falls Screw Driver will score instantly with every mechanic who sees it and handles it. He will like the way it looks and the way it works. He will recognize at once that here is a tool that will do everything required of it.

The ratchet, which is the principal working part of the tool, is of simple construction, and for this reason unusually strong. It operates smoothly, noiselessly and without friction. Almost impossible for it to get out of order.

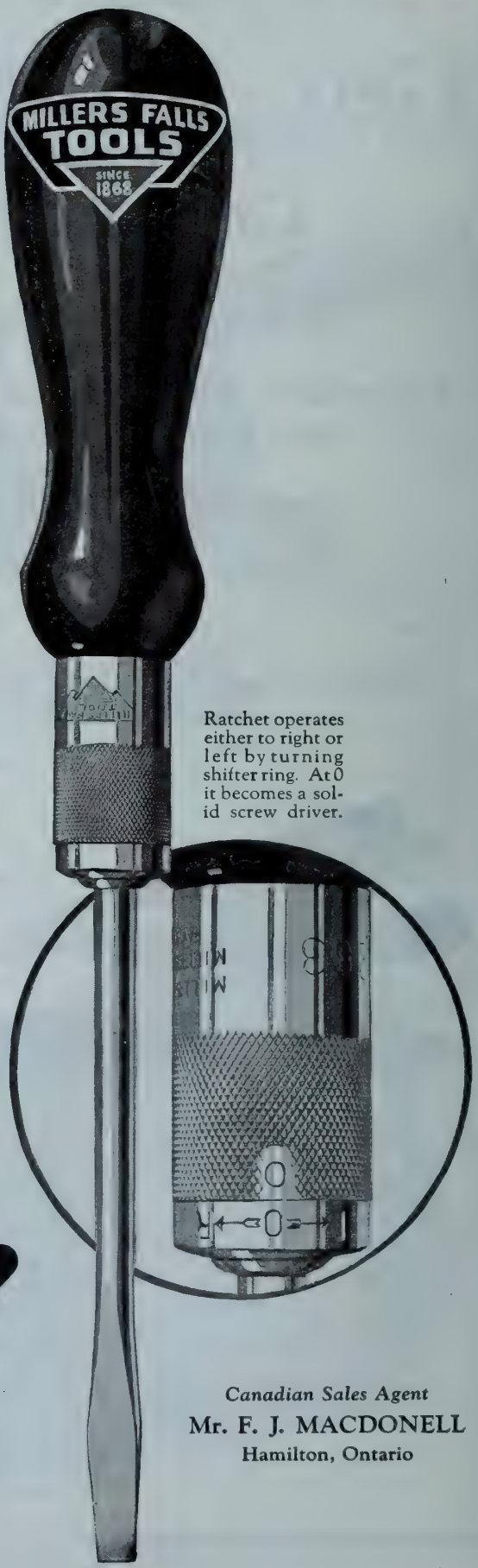
Ratchet pawls are tool steel. Ratchet springs—spring steel. Ratchet frame—cold rolled steel. Blade—highest quality screw driver steel, hardened and tempered.

Handle—hardwood, highly polished. Shaped to conform to hand. Thumb rest at lower end.

Exposed metal parts polished and nickel plated.

Lengths: 3 in., 4 in., 5 in.

In stock for immediate deliveries. You are bound to do a good business on this compact, strong, well-balanced, handsomely finished tool. Place an order now and watch 'em go.



Ratchet operates either to right or left by turning shifter ring. At 0 it becomes a solid screw driver.

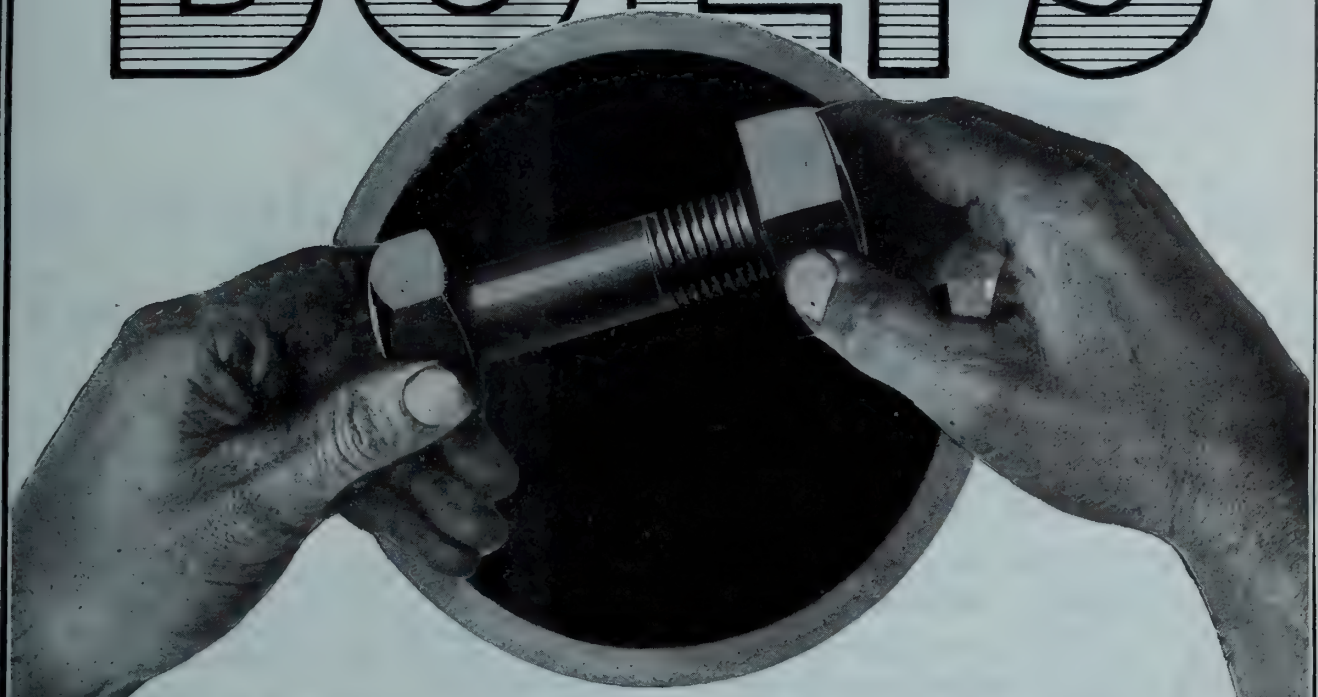
MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

MILLERS FALLS TOOLS
SINCE 1868

Canadian Sales Agent
Mr. F. J. MACDONELL
Hamilton, Ontario

BOLTS



NUTS, WASHERS, RIVETS

OF EVERY DESCRIPTION

Machine Bolts
Stove Bolts
Carriage Bolts
Plow Bolts
Blank Bolts

THE STEEL COMPANY OF CANADA LIMITED

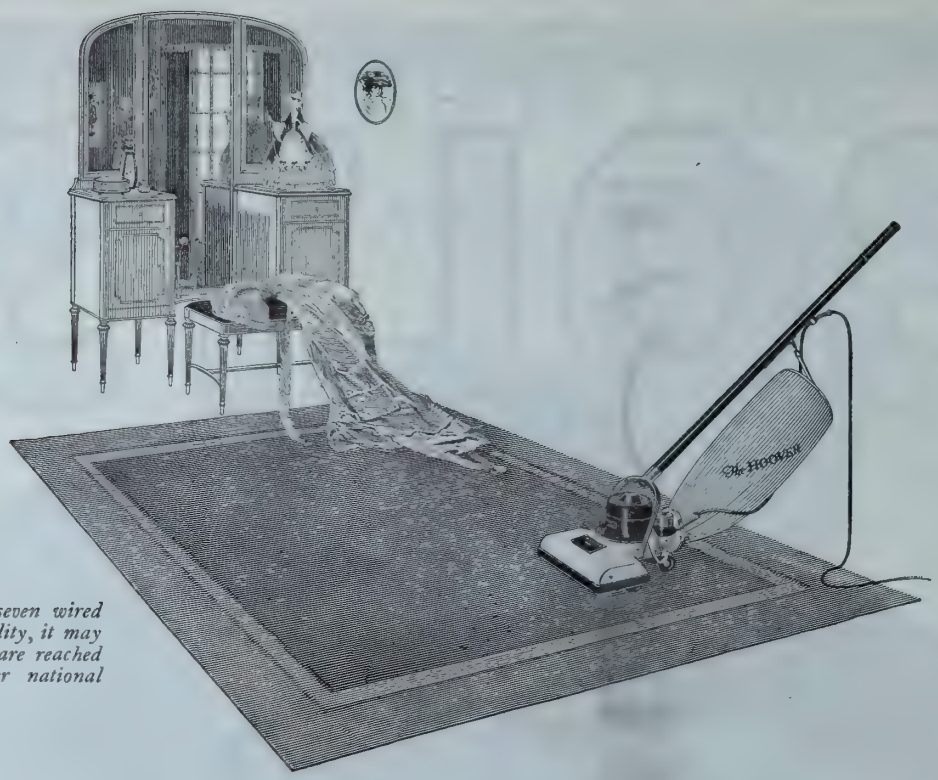
End Spring Bolts
Stud Bolts
Bridge Bolts
Cant Dog Bolts
Coupling Bolts

General Offices:

HAMILTON and MONTREAL

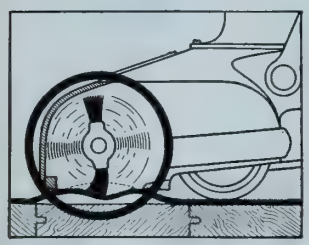
Sales Offices: Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered



Five out of every seven wired homes in your locality, it may be safely estimated, are reached regularly by Hoover national advertisements

Hot Weather Will Help You to Sell Hoovers



The Hoover Brush Beats as It Sweeps

(Another Patented Hoover Feature)

MOST electric cleaners have brushes. Some are stationary; some are slowly revolved by the carrier wheels as in a carpet-sweeper; some are motor-driven. The latter are of two types, those which merely sweep and those which beat as well as sweep the rug. This second and the only effective type is covered by a Hoover patent, issued April 3, 1917. The air suction of The Hoover lifts the rug and brings it into contact with the Hoover Brush, whose soft hair tufts, as they sweep the rug crest free of clinging litter, also depress it. Air suction again immediately lifts the rug. Repeated over 1,000 times a minute, this vibrates embedded dirt to the surface. Air suction carries off the beaten-out and swept-loose dirt into the dust-tight bag. Over eighteen patents now protect The Hoover. Other applications for patents are pending.

When Old Sol sizzles overhead, pity the woman who has no Hoover!

It becomes twice as hard for her to house-clean. The heat soon fags her out. Yet the sight of dirt everywhere forbids her to rest.

Could there be a better time to interest her in a Hoover?

Many dealers have found that the hot weather offers them a splendid opportunity. August is frequently made a Hoover campaign month.

Remember, too, that fall, with its traditional house-cleaning upheavals, is in the offing, and that it is not too early to lay your plans now for that great Hoover selling season.

Get into immediate touch with us. Consider at once the Hoover Authorized Dealership. Only a small investment and a small space in your store are required. Every assistance known to us is given you to help you succeed.

On the famous Hoover Co-operative Plan, our trained sales organization will even co-operate with you to the extent of securing leads, demonstrating, selling, delivering and servicing Hoovers.

Building the best cleaners, aggressively advertising them, and intelligently assisting dealers to sell them, have made the Hoover Company the largest seller of electric cleaners in the world.

The Authorized Hoover Dealership can be made as valuable an asset to you as it is to so many other merchants. When will you discuss the subject with our representative?

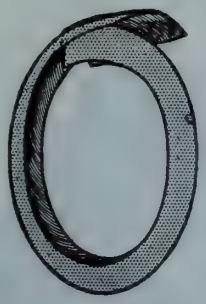
THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario

The HOOVER

MADE IN CANADA

It BEATS.... as it Sweeps as it Cleans

If interested tear out this page and place with letters to be answered



RELINERS

"GUTTA PERCHA" ACCESSORIES

SEALTITE PATCHES

A Reliable, Trustworthy Line For Your Accessory Department

You can rely on "Gutta Percha" Accessories to promote a steady, healthy growth in your Accessory Department. They have been proven in use and have convinced motorists to their own satisfaction. In selling "Gutta Percha" Accessories, you find yourself going with the current instead of bucking against it with some obscure, little-known line of doubtful satisfaction.

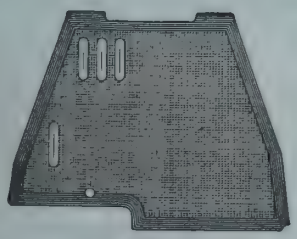
Many of your customers have already been delighted with other products bearing the "G. P." name or trade-mark. Your customers are made familiar with the name and brand through continuous advertising that definitely helps you sell, because the customer comes to your counter in a receptive mood, already favorably disposed toward "Gutta Percha" Products.

"Quality All Through"

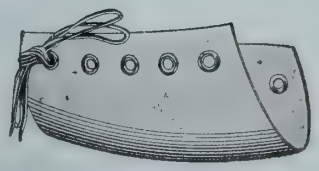
Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada



Heat-proof Mats (For Fords)



Lace-on Boots

If interested tear out this page and place with letters to be answered

A Three Hundred Thousand Dollar Trainload of A B C Electric Washers!

Sets a New World's Record. Another Example of A B C Popularity Everywhere

The unrivaled values offered by the latest model A B C Electric Washers have captured the continent! Dealers are breaking all records in many localities, both in Canada and the States. They report that the A B C is the best selling line of washers on the market.

As a result, A B C's are not only being ordered by carloads, but by solid trainloads, too!

Consisting of 35 cars loaded with considerably more than 2,000 A B C's—three hundred thousand dollars' worth—the latest trainload left Peoria on July 1st. *This was the largest shipment of washers ever made in the entire history of the industry.*

It went to A. A. (Washer) Wilson of Los Angeles. For years he has retailed and distributed the A B C Line in Southern California. Mr. Wilson operates eight retail stores himself.

A short time previous, another trainload was shipped to the Morton Electric Company, retailers and distributors of A B C's at St. Louis, Mo.

These trainload shipments clearly indicate what veterans in the business think of the A B C.

And the A B C is meriting such faith. Just recently, to cite one example, 706 A B C's were sold in thirty days at Philadelphia, by a single dealer.

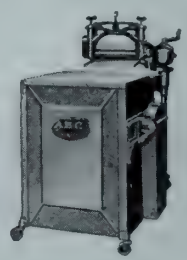
If you want to get into the washing machine business *right*, investigate the A B C Line.

It includes the three popular types—dolly, oscillating and reversing cylinder. The price range, $72 to $200, provides a washer for every prospect's purse. It is a line upon which to concentrate.

Get our proposition at once. You can bank on it as a winner! Liberal profits. Real co-operation. Wire or write today.

A B C "Alco" (dolly-type) Washers. Single and double tub. Power and electric.
$72 to $138

A B C Oscillator, full 6-sheet size, heavy copper tub. Greatest value ever offered in an electric oscillator.
$135



A B C Super Electric Washers, full cabinet models, are the finest washers on the market.
$170, $200

All prices quoted are retail, except in B. C. and the Maritimes

ALTORFER BROS. COMPANY, Peoria, Illinois

Pioneer and Leading Makers of Washers and Ironers

C. D. Henderson, *Canadian Representative*, Box No. 123, Brantford, Ont.

Wholesale Distributors

MARITIME PROVINCES
Blackadar & Stevens, Roy Building, Halifax, N. S.

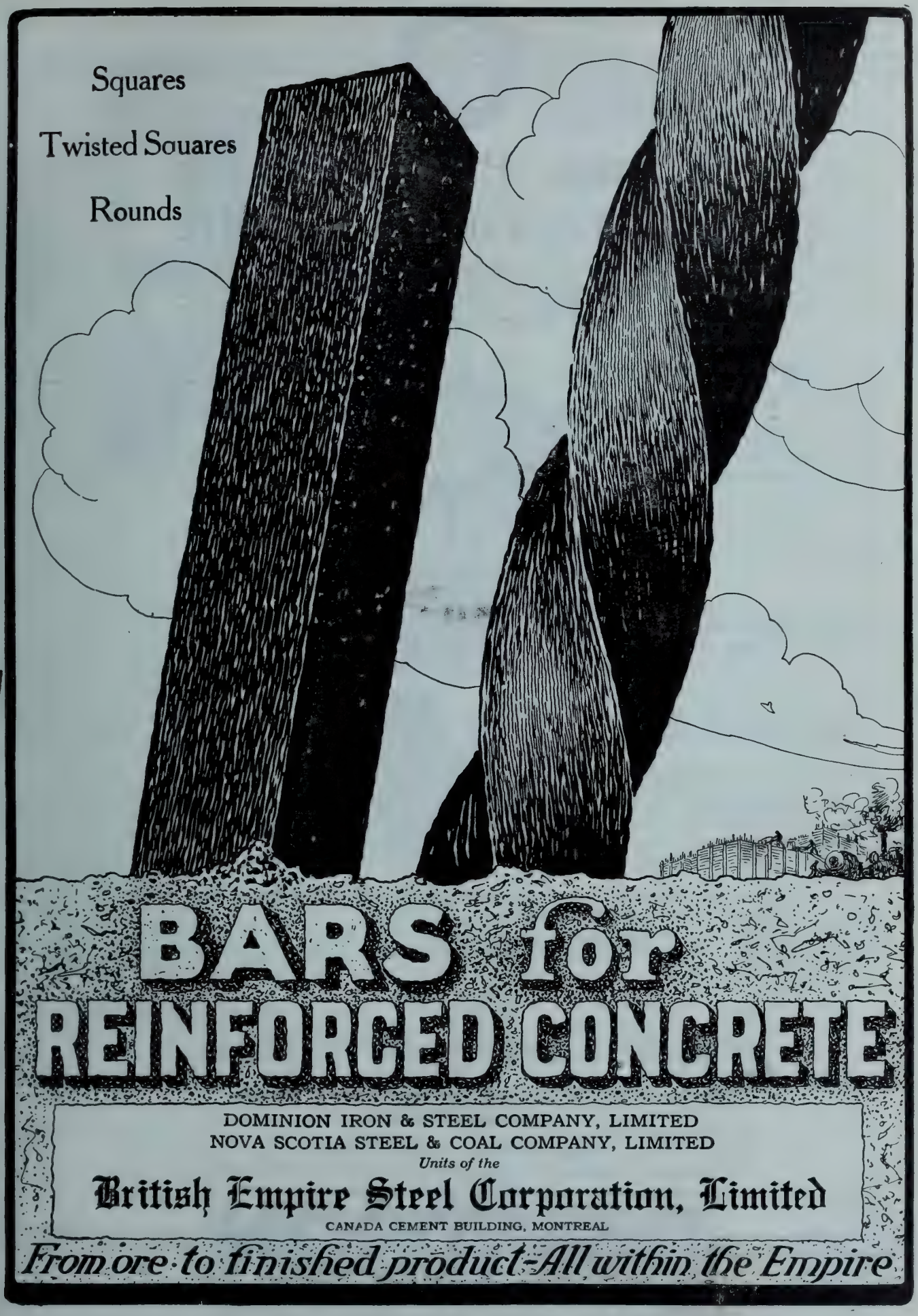
ALBERTA
Cunningham Electric Co., Ltd., Calgary

SASKATCHEWAN
Sun Electrical Supply, Ltd., Regina

ONTARIO
Masco Co., Ltd., 78 Richmond St., Toronto

QUEBEC
Dawson & Co. Ltd., 128 Bleury St., Montreal

If interested tear out this page and place with letters to be answered



If interested tear out this page and place with letters to be answered

"Cold Pack" Process

One Size Only

Home Preserving and Canning Outfit

Comprising one 18-quart Enameled Cook Pot with Wire Rack to hold six 1-quart jars, which lifts out bodily without fear of breakage.

SPECIAL FEATURES

Size of cook pot (In Enameled Ware—The Clean Ware) Top 13 inches. Depth—9¾ inches. Fitted with Enamel Cover.

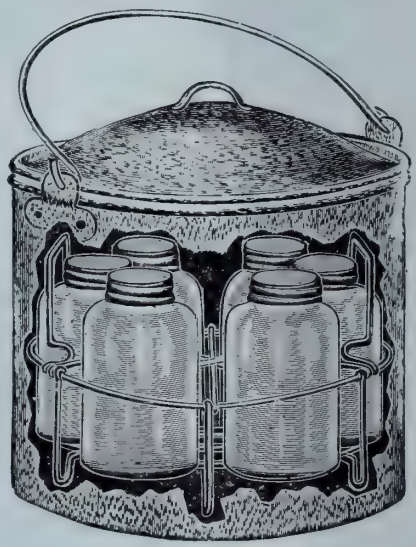
1. The jars are kept above the floor of the boiler, allowing free circulation of the hot water and preventing the bottles from cracking.

2. Each single jar can be removed separately without interfering with the others.

3. Six one-quart jars of either fruit, vegetables or meat can be handled and operated at one time.

4. When not in use as a canner, the large enameled round kettle can be used for other cooking requirements.

5. It represents a plain, strongly-made, efficient kitchen tool which increases the efficiency of the cook, and tends to improve the flavours and food values of the varied products which can be prepared in the canning way.



This Simple Equipment makes Canning a Joy Instead of a Task

Fruit juices, marmalades, jellies and all preserves, vegetable or fruit, are greatly improved if canned in the cold pack way. The fresh, garden taste has not been destroyed, the natural color of the fruit is preserved, and none of the food value is lost. Everything is evenly and perfectly cooked. The use of this outfit makes home canning certain of success. An attractive, bright colored tag is attached to each rack, giving full instructions as to how it is to be used and operated.

These outfits are supplied in two colors. **COLONIAL (Grey) and PREMIER (Blue)** with white lining.

A complete equipment in any brand of Davidson's PREMIER Enameled Ware makes housework easy at preserving time.

Let us have your enquiries.
Prompt shipment guaranteed on early orders.

Made by

The Thos. Davidson Mfg. Co. Limited

Makers of the PREMIER Enameled ware of Canada.
Established 1860.

Head Office: MONTREAL

Branches: TORONTO, WINNIPEG, CALGARY, VANCOUVER

DAVIDSON

If interested tear out this page and place with letters to be answered

Introducing

OUR NEW PREMIER KNIGHT

Every progressive dealer who stocks a kitchen range of any sort appreciates the superiority of the Davidson "PREMIER" line; because his first consideration is quality and workmanship and his next consideration is the ever-growing profits which result from increased sales.

This is to introduce our new line—the

PREMIER KNIGHT

whose chief merit lies in its economy of fuel consumption and cost. The "PREMIER KNIGHT" is a handsome, well constructed range of standard size, suitable for the average home—thoroughly reliable and attractively priced. This

ALL-STEEL KITCHEN RANGE

has all the points of superiority which characterize the various Davidson Ranges. White enamelled panels or tiled back and oven door, nickel plated trimmings. It is made in the square shape only, 36½ in. long by 27 in. wide, and is constructed to burn coal, coke or wood. A roomy oven has braced bottom to prevent warping—fire box has cast lining and duplex two-piece grates—one side for coal and coke and turned over is suitable for temporary summer grate for wood. Cast iron fire door and ash-pit door, both heavily nickelled. "Premier Knight" can be supplied with or without high shelf and Persian Closet. A thoroughly competent and reliable grate, yielding even combustion of coal and maximum heat for cooking. Well insulated and well ventilated, ensuring quick baking. Prompt shipment guaranteed on early orders.

Write for Catalogue A-2 "Davidson's Stoves and Ranges," featuring other Premier Stoves—"Marathon," "Leader," "Argus," "Royal," "Chieftain."

The Thos Davidson Mfg Co Limited
ESTABLISHED 1860

HEAD OFFICE - MONTREAL

BRANCHES

Toronto, Winnipeg, Calgary, Vancouver.
Steel Foundry Division - Turcot, Que.

DAVIDSON

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

If interested tear out this page and place with letters to be answered

Easy to Sell-

STARRETT

T-Handle Tap Wrench No. 93

It's easy to sell tools when you have tools that fill a definite want. Take this new Starrett No. 93 T-Handle Tap Wrench, for instance. Here's a tool that's easy to sell because it's got so many uses, more people **need** it. And it's such a handy, efficient little wrench for holding practically any small tool to be turned by hand, that it's an easy job to make people **want** it.

Fully described and illustrated in special Supplement to Starrett Catalog No. 22 "M.A." showing latest Starrett Tools. Write for copies, and get a line on some tools it will pay you to push.

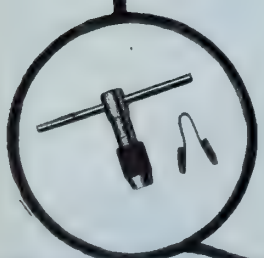
THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

42-326



Sell Starrett Tools

Bowser Oil Equipment Pays Big Dividends

You are interested in eliminating waste and increasing your profit on paint and lubricating oil. Oils can be handled economically only by present-day methods.

Bowser oil storage and handling equipment will do the job—unite satisfaction to customer and larger profit to you. The all-metal, evaporation-proof Bowser Tanks prevent leakage and gumming. The piston-type measuring pump delivers exactly the amount required, eliminating spillage—an absolute prevention of waste which means worth-while savings.

And the same features which make Bowser equipment economical also keep oils clean.

Let us show you how Bowser equipment will put your oil business on a better profit making basis—get booklet C-16.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO., Limited

Toronto - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

- Filling Station Pumps and Tanks for Gasoline.
- Portable Tanks for Oil and Gasoline.
- Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
- Carload Oil Storage Tanks.
- Power Pumps.
- Dry Cleaners' Underground Naphtha Clarifying Systems.
- Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

If interested tear out this page and place with letters to be answered

The Truth About Roofing

This notice is not in any way an advertisement of our products and is published in the belief that it will be of value to all those interested in prepared roofings and will be heartily endorsed by our competitors or in other words by all manufacturers of this material.

Since our entrance into the roofing industry we have earnestly and honestly tried to tell the truth and to sell our products for just what they were, but we have been constantly hindered by ridiculous and harmful statements made by those who, while selling roofing, know nothing of its make up, and who hide their ignorance by loud voiced statements and a fancy display of advertising, labelling, etc. We want to believe that this is the result of ignorance and not malicious falsehoods. However, one or the other has brought about a pitiful situation and we propose to use the most powerful weapon man is given—the truth—to right what is unquestionably a great wrong.

Space will not permit us to tell you what you have right to know, therefore in a few days you will receive from us the first of a series of letters on this subject. It may seem long, but read it, and help us to clear up this awful situation.

Please understand our campaign is not directed against the other manufacturers, but rather against those distributors who, in ignorance or otherwise, have blinded the consuming public.

The trouble has been brought to a head by a recent roofing advertisement appearing in a trade paper and this will be subject of our first letter.

If our letter is not in your hands within a week it is the fault of our mailing list — Please notify us at once.

Canadian Roofing Mfg. Co. Limited

Windsor - Ontario

If interested tear out this page and place with letters to be answered

Jack is the boy who will use the

He sez 's better'n Skinney's ol' boat.

SAMSON TRUCK

If it weren't for him you wouldn't sell wagons at all. Keep him in mind and sell it to **him.** He will sell his mother on it!

This is the first announcement of Samson Trucks made in Canada.

Steel disk wheels, rubber tires, roller bearings, stamped parts throughout. These are causes.

—He will have a hard time breaking it. It will slip along the sidewalk quietly. He doesn't need to wear his boots out pushing it. A real truck for a real boy. It sells itself easily — These are results.

N. SLATER COMPANY

Limited

Hamilton, Canada

A. T. Chambers, Vancouver
N. J. Dineen, Winnipeg
T. Mortimer & Co., Toronto
H. E. O. Bull, Montreal

The Perfect Grip

An ordinary hammer will slice the head off a nail, because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced Hammers will grip the **body** of a nail and pull it, head and all, clear through a plank. All nails are trailers to Williams' hammers.

Heads on or heads off, for drive or pull, Williams' Superior Drop-Forged Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through.

Literature ?

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Rd., St. Catharines, Ontario

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Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

"DURO" ALUMINUM WARE

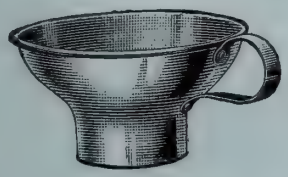
Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

There will be a big demand for preserving kettles during August and September—Don't let your stock run low.

ORDER TO-DAY



Fruit Funnel

Preserving Kettle

Sizes 3 to 14 quart.

ORDER TO-DAY

Ladle

LEADING JOBBERS HANDLE "DURO"

"DURO" IS SETTING THE PACE IN THE QUALITY RACE

Made in Canada by **DURO ALUMINUM, LIMITED, Hamilton, Ont.**

REPRESENTATIVES

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton, Ont.
L. T. Walls Sales, Ltd., Winnipeg, Man.
R. H. Paterson, St. John N.B.
J. Preston, 284 Beaver Hall Hill, Montreal, Quebec.

Better Business Is Coming

LIGHTNING

GEM

BLIZZARD

Be Wise In Time

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

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"ACME"

Display Stands

Will Increase Your Cutlery Sales

Displays create business and make sales. These attractive displays, suitably placed in your store, will attract favorable attention, arouse interest, and close sales. Many of your customers will be reminded of their need for scissors by these interesting display cards. Acme Shears, with their low price and specially hardened sharp-cutting edges, will do the rest with the help of your salesmanship. Write for Catalog No. 6 and Wholesale Price Sheet No. 27.

The Acme Shear Company

Bridgeport, Conn., U.S.A.

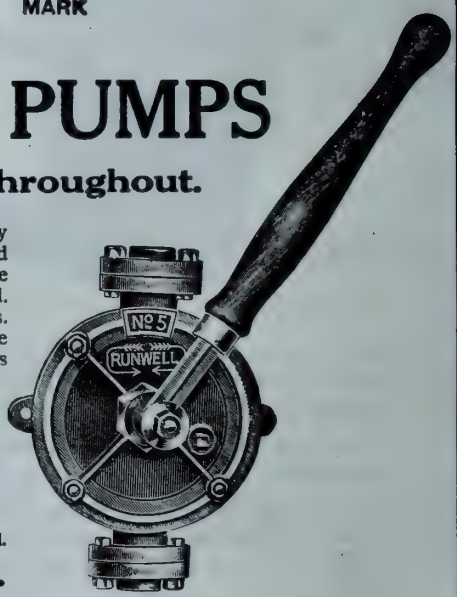
Incorporated 1882——Capital Stock, $500,000

Canadian Agent: Mr. A. J. McCrae

TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.



The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture**, and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.

REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W.,
Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St.,
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,

LEICESTER, ENGLAND.

If interested tear out this page and place with letters to be answered

Sell Iver Johnson shotguns this fall

A good gun at a low price

Iver Johnson Champion Single and Hammerless Double Barrel shotguns have for years been favorite items with a large number of dealers throughout the country.

Probably the chief reason is that Iver Johnson makes good, accurate, serviceable guns that can be sold at a low price. That means volume business instead of occasional sales.

Iver Johnson shotguns "stand up" well, give real service and satisfaction, and build good-will for the dealer who sells them.

Because of the familiarity of the public with the name Iver Johnson—due to continuous national advertising of revolvers and bicycles—when you show a shotgun and say that it's an Iver Johnson the sale is half made.

Stock the line of revolvers, too—calibres 22, 32, 38, and 32 special, 6 shot. Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Round out your line with Iver Johnson Truss-Bridge Bicycles. Strong, speedy, easy-riding, durable.

FREE! Three interesting booklets, also complete dealer information. Send at once for one or all of these booklets.
"A 38"—Firearms
"B 38"—Bicycles
"C 38"—Motorcycles

IVER JOHNSON'S ARMS & CYCLE WORKS
38 River Street, Fitchburg, Mass.

Revolvers—Shotguns—Bicycles—Motorcycles

New York Office: 99 Chambers Street
Chicago Office: 108 West Lake Street
San Francisco Office: 717 Market Street

IVER JOHNSON
FIREARMS—BICYCLES

Selected Materials
and
Skilled Workmen

—make the Bridgeport Line a standard of efficiency.

These tools have won the dealer new sales and established consumer confidence in his store.

Recommend them for satisfactory service to the mechanic.

Bridgeport goods sell well and give dealers a good margin of profit.

Canadian Representatives:

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Province of Ontario: H. A. Harrison, 220 King Street West, Toronto, Canada.

Province of Quebec: Herbert B. Johnston, 92 Dominion Ave., Sherbrooke, Que.

The Bridgeport Hardware Mfg. Corporation
Bridgeport, Conn., U.S.A.

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Sell It To Car Owners

Every car owner wants dependable Spark Plug Wrenches, that will "stand up" whenever called upon.

QUALITY Wrenches are made from the finest seamless steel tubing. They cannot be made any better, and we guarantee them to stand the roughest usage.

Made in two sizes.

Quality Tool Works Limited

480 Rielle St. **Montreal**

SELLING REPRESENTATIVES: Ontario, A H. Moore, 74 Rusholme Rd., Toronto. **Western Provinces,** S. H. White Mfg. Co., Ltd., Winnipeg. **Maritime Provinces:** Richardson & Bureau, Montreal.

Compass and Sun-Dial

Retail Prices

$1.50

Trade Prices:

Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Are You Selling Canadian Pencils?

CANE'S

Lead Pencils

MASTER WORKMAN

(Carpenter Pencil)

CANADIAN ASSORTMENT

(Counter Sales Stand)

Cane's Pencils cost you less and can be sold at the same price as other pencils and are superior to others at the same price.

Commercial Pencils

of all kinds in all grades for every purpose. Buy Canadian Products. Importing keeps the foreigner busy, buying at home keeps Canadians busy and busy Canadians have money to spend in your store—idle ones have not.

Order from your jobber

The Wm. Cane & Sons Co., Limited

Manufacturers

Newmarket **Ontario**

Illustration, price and samples sent on request.

If interested tear out this page and place with letters to be answered

Bathroom Fittings

Gendron TORONTO CANADA

and Hardware Specialties

at Wonderfully Low Prices
New Price List just issued

The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.

The GENDRON MFG. CO. LTD. Duchess St., TORONTO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

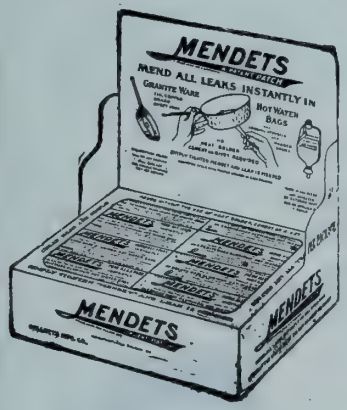
"Oil Cup"

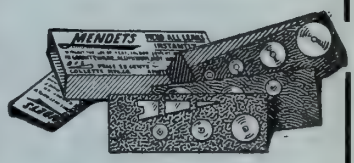
"Ratchet"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
Windsor





A Small Investment and a Large Return

A small amount invested in Mendets secures a display box of Mendets, which occupy only a little counter space. Yet they work all the time and are bringing in sales.

This display is convincing to your customers; in other words it is profitable. What share are you getting?

Collette Mfg. Company
Collingwood, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

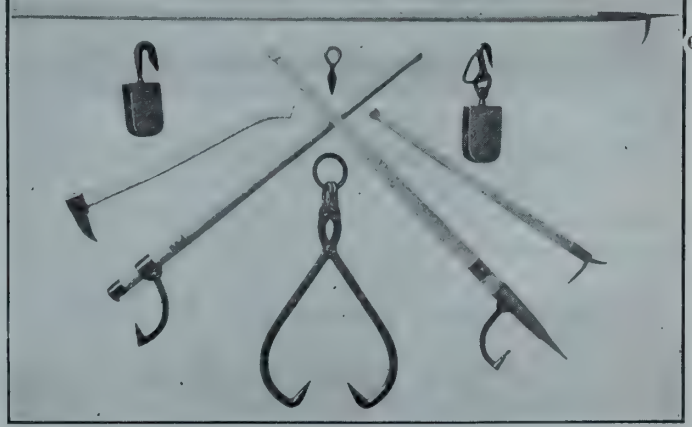
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

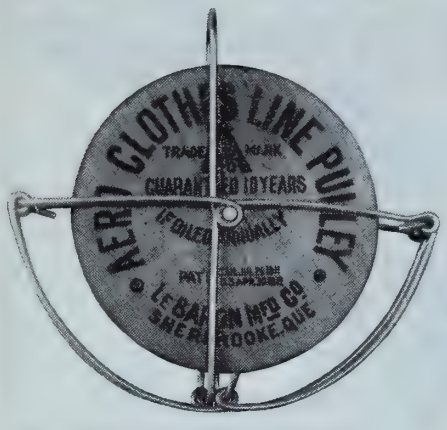
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES
Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal





Self Lubricating Aero Clothes-line Pulleys

The deep V-shape friction groove accommodates various diameters of clothes lines. The space between the groove and guard allows knots to pass.

The weather-proofing treatment repels moisture—hence no freezing. Being of treated wood it lubricates itself—is noiseless and smooth working—there is never any rust. Made in two sizes, 2¾″ and 6″.

The price encourages sales.

THE AERO MFG. CO. Limited - Lennoxville, Que.

Western Agents: H. L. PERRY CO., LTD., Winnipeg

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

Maxwell **Product**

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

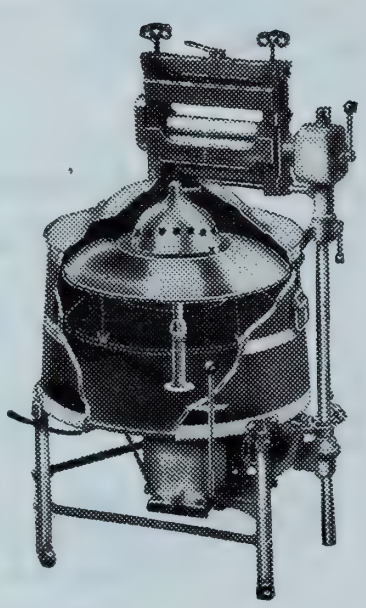
—Adjustable to size of washing;

—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

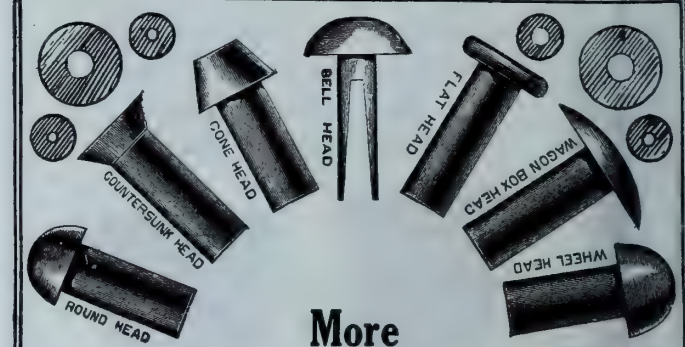
—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED
St. Mary's, Ont.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip. 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

LOG CHAINS and WAGON CHAINS

Log Chain with Grab Hook, Swivel and Slip Hook, No. 120

Log Chain with Grab Hook, Swivel and Ring, No. 110

Our Log Chains are universally considered the best for general utility work. Everybody recommends them because they are dependable and give lasting service. They are made of strong steel chain, with a grab hook at one end, swivel in the center, and a ring or slip hook on the other end. Any size or length can be supplied to meet requirements. Furnished self-colored, polished, or blacked.

Tongue or Pole Chain.

Stay Chain

These Wagon Chains are made to a standard approved by the leading wagon manufacturers. They include:

STAY CHAINS,
TONGUE OR POLE CHAINS,
STRETCHER CHAINS,
LOCK CHAINS,
ANTI-SPREADER CHAINS,
TAIL-BOARD OR END-GATE CHAINS,
FIFTH CHAINS.

Can be supplied in any length required. Furnished self-colored, polished or blacked.

DOMINION CHAIN COMPANY

Limited

NIAGARA FALLS, ONTARIO

Increase Your Sales With TWO-in-ONE

Our Quebec Heater with oven attached is the original, and is made in eighteen different styles. Dealers simply cannot lose a sale with our line—it's so complete. Our prices are right—and your customers will be satisfied in every way. One fire box for heating and cooking or baking—a fuel saver for the housewife. It's a real money maker for dealers.

Also:

"Radio" "Regal" "National" and "Alliance" heaters and cookers.

Better write for our prices

Lamarre & Company

Limited

St. Remi, Quebec

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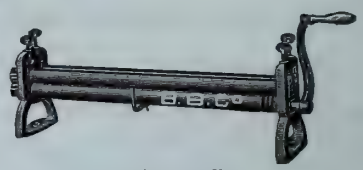
Brown Boggs

Sheet Metal Working Tools

Tin Folder

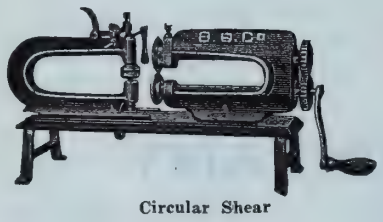
8-ft. Steel Brake



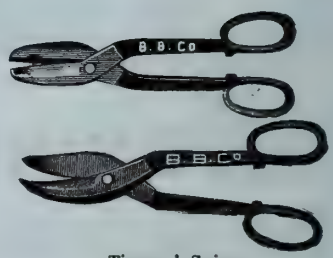
Bending Rolls

B. B. Tools---

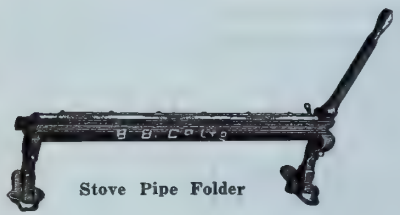
The Tinsmiths' Assurance of Greater Production and Lower Costs



Circular Shear



Tinners' Snips



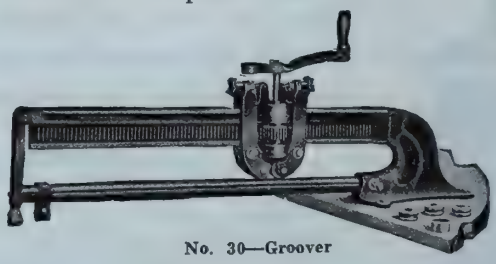
Stove Pipe Folder

Every B.B. Tool is a producer and this is largely responsible for their popularity among the tinsmiths of Canada and other countries. B.B. Tools are accurate, properly designed, made to prevent costly mistakes, save time and money, in fact are the standards of perfection in Tinsmiths' Tools.

Write for our catalogue and price list.

Forming Rolls

Foot Squaring Shear



No. 30—Groover

No. 3 Beader

The Brown, Boggs Company, Limited

HAMILTON

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery

Canning and Evaporating Machinery

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV JULY 29, 1922 No. 30

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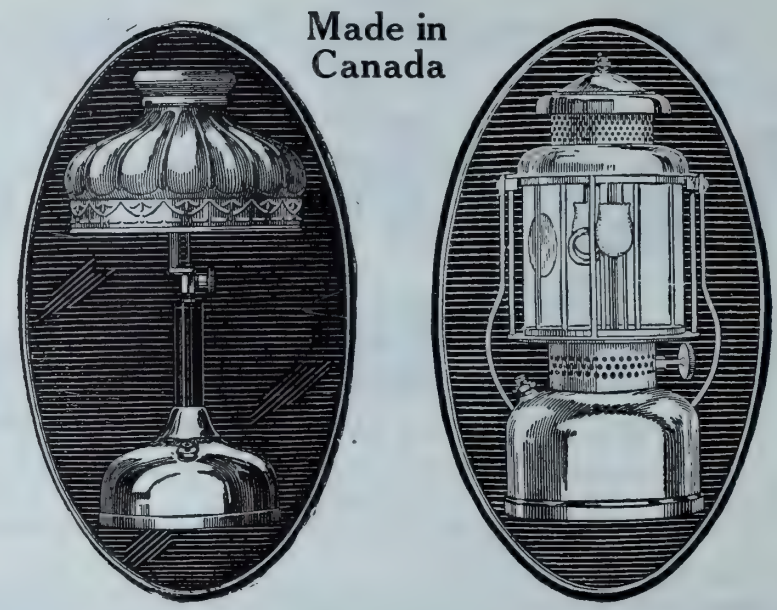
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year, Invariably in advance.



"Let Your Light So Shine——"

IT'S the light they give that has placed **Coleman Quick-Lite Lamps** in thousands of homes throughout Canada. In supplying these advanced lighting devices, merchants are doing something **more** than making profitable sales. Good light is indeed a blessing and the gratifying number of merchants now handling **Quick-Lite Lamps** are doing genuine co-operation in bringing **better** light and every-night contentment into homes everywhere.

Coleman Quick-Lite
Lamps and Lanterns

300 candle-power of pure-white light. Brighter than 20 old style lamps. Make own gas from common motor gasoline. Light with matches. Can't spill fuel. No wicks to trim. No chimneys to wash. To **light** one and demonstrate its remarkable and eye-restful brilliance, is to **sell** one.

If you are not supplying the demand for Quick-Lite Lamps and Lanterns, send for Catalog, or order from your Jobber.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Dept. 0000 **Toronto, Canada**

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, JULY 29, 1922. No. 30

Strikes Contain Serious Possibilities

Little Surplus Coal Held By Producers in Canada and Operations May Have To Be Curtailed—Priority Schedule Puts Eastern Manufacturers in Fifth Place—No Rush Yet to "Get Under Cover" —Another Advance on Bar Iron—More Labor Efficiency in Steel Industry

Based on interview of Hardware and Metal with G. SPENCE, General Sales Manager The Steel Co. of Canada, Hamilton

EDITOR'S NOTE.—The strike of coal mine operators and of certain branches of railwaymen in the United States, with threatened extension into Canada, has brought about a condition in the iron and steel industry of both countries which threatens to have serious results if continued. In the following article some insight is given into the possibilities involved in the situation from the standpoint of the industry in Canada and the probable effect upon the hardware trade:

DISCUSSING the effect of the railway and coal strikes upon the iron and steel industry, G. S. Spence, General Sales Manager The Steel Company of Canada Ltd., Hamilton, Ont., pointed out to Hardware and Metal that the present situation, if continued, involved serious possibilities. Very little surplus coal is said to be held by mills in Canada. Some buying in this district has been of coal from Kentucky while the Algoma Steel Corporation and buyers at the head of the lakes have been purchasing coal from West Virginia. Shipments from both of these producing points have recently been interfered with by the railway strike.

While governmental control of coal production and distribution in the United States might help the situation in some regard, Mr. Spence stated that the U.S. government has prepared a priority schedule which classes manufacturers in fifth place. Hospitals and such institutions come first in receiving any available coal and points at the head of the lakes come in third place owing to the fact that the freezing of the lakes in the late fall would render the transportation problem much more acute if delayed. By this plan the Algoma Steel Corporation would get prior status to producers in this part of the country.

Concerning the reports that Nova Scotia coal mines might supply Eastern Canada producers Mr. Spence stated that there was strong possibility of a strike in those mines about August 15 and that therefore it would be unlikely that much coal would be forthcoming from there. The tendency would be to accumulate supplies in the meantime.

No Rush to Get Under Cover

Though the situation involves possibilities of curtailed production of iron and steel products, and difficulties of distribution, it was pointed out that there has been no definite tendency yet among buyers to "get under cover." Immediate business was said to be active, and quite up to normal. Little booking business is being taken and mills are not encouraging it owing to the uncertainties involved.

Meanwhile prices on iron and steel products are firm, with another advance of ten cents per cwt. on bar iron and steel this week. As yet this is not extended to other products. Mr. Spence pointed out that there is practically no pig iron being offered in the United States and as result of the fuel situation and the fact that some U. S. mills are banking fires, pig iron has advanced.

Speaking of conditions in the industry in the U. S., Mr. Spence stated that the ratification of the merger of Bethlehem Steel Corporation with the Lackawanna Steel Co., and of the Midvale Steel and Ordnance Co., with the Republic Iron and Steel Co. and the Inland Steel Co., cleared the air perceptibly and business men would welcome the news. It was stated that this decision would do much to clear the air in this industry and stabilize business. The need for such mergers was said to lie in the necessity for more economy in operation. The nature of the operations of these mills was such that when merged they could conduct business on a more economical basis. Some suspicion had prevailed that the merger was to create something resembling a trust.

GEORGE SPENCE

General Sales Manager The Steel Company of Canada, Ltd., Hamilton, Ont.

Mr. Spence stated that the present production of the company's mills was quite normal, compared very favorably with production in recent years and was ahead of the immediate pre-war period. Agricultural machinery manufacturers were said to be displaying confidence in business realizing that despite some slightly unfavorable crop reports from certain parts of the country that many farmers are in need of implements and are up against the necessity for purchasing new equipment. Other lines of industry also reflect activity judging by their buying of iron and steel. Sheet production is limited at this time of year owing to the extreme heat, and the workmen's production per capita is naturally less in the hot weather than at other times of year. But taking the

(Continued on page 56)

Maritime Wholesale Hardware Reports Bigger Turnover Than In Year 1921

May and June Show Big Increases in Trade and Figures Compare Favorably With Record Years—Summer Vacationists Bring Considerable Trade—Much Ammunition Being Ordered

ST. JOHN, N.B.—In a recent interview, J. W. Harrison, sec.-treas. of W. H. Thorne & Co., Ltd., said, "The value of our wholesale trade in May was almost as large as in May 1921, and as prices were lower it means that the turnover was really larger. In June the value as well as the turnover was larger than in the corresponding month last year." This means that conditions show continued improvement. Mr. Harrison referred to the movement of lumber and its beneficial effect on the financial position of those in the trade. The demand for fish had improved and this meant more money. Line fishing in the bay had caused a steady run on the firm's supply department of late. Mr. Harrison added that there had been a good demand for fishermen's sporting goods. Among others an American en route to Newfoundland had called to place a good order on the recommendation of a friend who had been down this way. The trade in automobile accessories is good and there is a steady demand for builder's supplies. With good weather the farmers should be in good shape, and by the end of the year trade should take a more decided turn. Prices are stiffening in most lines. The trade will reap some benefit from reduced freight rates. Payments keep up fairly well.

This week has seen a reduction in the price of Black Diamond files, they are being quoted as follows: Mill. 6 in. $2.10—7 in. $2.34—8 in. $2.58—9 in. $2.94—10 in. $3.36—Half round smooth, 6 in. $4.26—8 in. $5.34—10 in. $6.24—12 in. $8.34—Flat Bastard, 5 in. $2.34—10 in. $4.20—12 in. $5.82—16 in. $10.68—Slim Taper, 4½ in. $1.38—5 in. $1.50—5½ in. $1.74—6 in. $1.86—Square Bastard 12 in. $6.12—14 in. $8.34—16 in. $11.22—Half Round Bastard, 6 in. $3.66—7 in. $4.20—8 in. $4.50—16 in. $12.36. This reduction represents about seven and a half per cent.

There has also been a new price on cordage, as follows: Best Manilla, 2¼ and larger, coils, 21c—2 in. 21½c—15th, 18th, 1½ and 1¾ 22c—12th, 22½c—6th and 9th, 23c—6th fine, 23½c. Best manilla bolt rope 5c over best manilla. Beaver manilla 2¼c and larger 19c—2 in. 19½c—15th, 18th, 1½ in. and 1¾ in., 20c—12th, 20½c, 6th and 9th, 21c. Sisal 17c basis. Spunyarn tarred balls is quoted at 39c, and Marlin balls at 41c. Lath ties single 17½c, double 18c. Fish ties 18c. Russian rope tarred, 2¼ and up 39c, 2 in. 39½c, under 2 in. to 15th, 40c—12th 40½c—6th and 9th, 41c. Sash weights are quoted at 4c per lb.

The trade received a visit from Harold Ferry this week, representing Sargent and Co., and James Moir, representing Corbin Cabinet Lock Co. Mr. Ferry reported that although there was no big rush of business, owing to the fact that building operations had not yet got back to normal, his records showed a considerable improvement over last year.

Expect Good Trade in Ammunition

Maritime province jobbers are now receiving large shipments of ammunition, and are evidently confident that there will be a good demand this fall. There are many tourists at the present time in the Maritimes, and their presence is always noticed first by the sporting goods houses. The American visitors are good spenders as a rule, and seldom seem to bring all of their requirements with them, buying a very large portion from the dealers in various towns throughout the provinces. In many cases they buy their whole outfits after they have crossed the border.

TO INVESTIGATE OPENINGS FOR TRADE WITH MEXICO

Ottawa.—The Canadian Government will shortly appoint a Trade Commissioner to report upon and investigate openings for Canadian trade in Mexico. The Order-in-Council containing the authority for appointments says: "Mexico offers a field for organizing and extending healthy trade relations between that Republic and Canada."

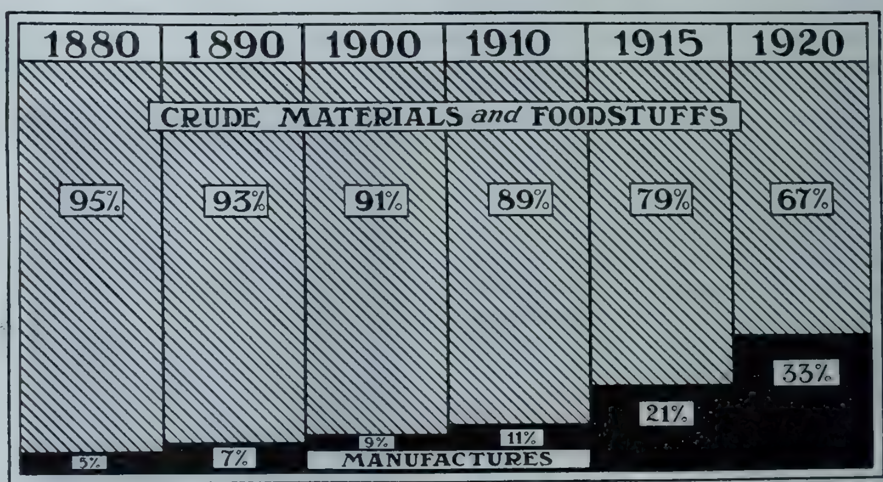
TO GET TRADE FOR DOMINION

Ottawa.—Hon. J. A. Robb, Minister of Trade and Commerce, leaves this week for England on a mission designed for the development of trade between Canada and European countries. The policy of the Government contemplates commercial relations with every country willing to trade with Canada, and Mr. Robb will look into the situation generally and consult with the commercial agents overseas. He will also inquire into the desirability of co-ordinating the trade agencies and immigration offices.

EXPORT MANAGERS' COURSE ARRANGED AT UNIVERSITIES

The University of Toronto and McGill University, at the request of and in co-operation with the Department of Trade and Commerce, have arranged a special course for export managers, providing sufficient support is forthcoming from Canadian manufacturers. The course at the University of Toronto will commence on Monday, January 15, 1923, and will continue for two weeks; that at McGill is expected to begin on January 29. In content the course will be both theoretical and practical. Lectures will be given on International Trade, Trade Cycles and Currents, Economic Geography and Transportation, and there will also be instruction and demonstrations in documentation, shipping for export, etc. Full details will be announced in the autumn.

Growth in Canada's Exports, 1880-1920



THE graph herewith records the increase in the percentage of Canada's exports of manufactured products in periods from 1880-1920. Exports of crude materials and foodstuffs are represented by the shaded lines; manufactured products by the heavy black. The significance of the percentages shows that they indicate a steady and rapid increase in the growth of the exports of Canadian manufacturing industries. In 1880 ninety-five per cent. of our exports consisted of raw materials and foodstuffs and 5 per cent. of manufactured goods. This proportion has steadily altered until in 1920 raw products were represented by 67 per cent. of the exports, while exports of manufactured products had increased to 33 per cent.

Starting on Capital of $250 in 1902 Hardwareman's Turnover is $175,000

Business is Thoroughly Departmentized and Senior Clerk Responsible for Buying and Sales Plans—Competition Brings Many Novel Ideas—Doubles Sport Goods Dep't After a Year—Now Selling Electric Appliances on Basis of Mid-Summer Saving of Manual Labor

STARTING twenty years ago on a capital of $250 and now enjoying a hardware business having a turnover of approximately $175,000 a year has been the experience of the firm of Brousseau and Frere of 320 St. Paul St., Quebec City. The commencement was made in one small room on the same street, while to-day the firm occupies three buildings, having a staff of thrty-five employees, and are leaders in the merchandising of hardware, sporting goods, electrical fixtures and appliances, plumbing and heating work, sheet metal work, and builders' supplies.

It is but natural to assume that the methods by which this firm has built up such a turnover will be of much interest to other retailers. In the first place the business is thoroughly departmentized as far as buying, management and selling is concerned. Shelf and other hardware occupy one section with a counter running the full length on one side only, leaving as much of the stock exposed for personal inspection, as possible.

Tools are found in a separate department with fitted work benches for the various trades. Care is taken to keep the tool stock in the best of shape at all times and the tools are placed where they may be closely inspected. It is realized that the mechanic knows a good tool when he sees it and does not have to be "sold" to the same extent as buyers or other hardware lines.

Double Sport Goods Department

Sporting goods, electrical fixtures and plumbing supplies occupy another separate department, tiled bathrooms being fitted up with all fixtures as indicating the appearance of complete sets when installed.

Each department is under the direct control of a senior clerk and his success depends upon the extent of the profit in his department. He is responsible for the buying and for the selling plans. It is found that this system of competition between department managers creates many original ideas and keeps enthusiasm high at all times. Many of the store's best sales plans have evolved from this condition.

Sporting goods are a prominent item in the store's trade. Quebec is an active centre for various sports, particularly that of skating, snowshoeing, ski-ing and sleighing in the winter, and hunting and fishing in the summer. These sports are taken up each in turn and a little in advance of their particular season the senior clerk in each department is busy arranging his selling plans to get the "jump" on other stores. An effort is made to contract for team outfits. The salesmen of this department take an active part in sporting affairs themselves and are therefore always ready to advise on prospects and to know what to talk and display in season. Sporting goods were put in stock just a year ago and by following the plans outlined the business has been so successful that Mr. Brousseau intends to double the size of that department this fall.

Getting action into a display of flashlights and batteries by erecting a model lighthouse with periodically flashing light brought good results for Brousseau & Frere, Quebec City, particularly when lines shown in the window were plainly price marked.

An Expert Window Dresser

One of the staff, M. A. LaFrancois, is an expert window dresser. Mr. Brousseau figures that much of the overhead expense of the business can be lowered by increasing the volume of turnover through the medium of window displays of seasonable lines. Mr. Francois believes in getting action into the displays and also is an exponent of the principle of showing prices in all displays. Attention is drawn to the illustration of a window display of flashlights and batteries as shown in this article. Here some originality is seen in the arrangement of an illustration of a rocky coast with the ocean breaking upon it and the lighthouse dominating the whole arrangement. This lighthouse was lighted at night with a periodic flashing light resembling real lighthouses. This action brought much attention to the display. In the window were shown a wide range of flashlights and batteries each with prices plainly marked.

Electric Appliances Lighten Summer Labor

In connection with other electrical goods such as washing machines, vacuum cleaners, irons, toasters, grills, etc., it is found that making a seasonable appeal is influential in selling them. For instance in June and September the appeal is to people buying shower and wedding gifts; early in the Spring it is to lighten the labor of Spring housecleaning; in the cold weather to take care of the laborious household work which follows the use of heavier clothing, floor coverings, draperies, etc. Just at this time when the weather is warm there is an important appeal on the basis of saving the heavier labor of sweeping rugs and of doing washing by the hand process. Even at this time of year there is much

washing to do in order to keep whitewear looking its best. This is a point which is made use of in the advertising and selling talk.

While believing that window displays must be applied to practically all lines of hardware to sell them, Mr. Francois beieves that particularly in those lines which are sold in other retail stores as well, but which really are a part of the retail hardware stock, it is necessary to take every step to see that the public are acquainted with the fact that the hardwareman can supply their requirements.

Some original drawings and well painted cards frequently add much to the appearance of the manufacturers' literature supplied for window dressing, and give it a distinctive appearance. An example of this is seen in the original sketch appearing above the lighthouse in the picture.

Mr. Francois not only takes care of the window displays but supervises all the store displays in the various departments.

A considerable amount of contracting

E. G. BROUSSEAU
President Quebec Builders' Exchange and head of hardware firm of Brousseau & Frere, Quebec.

business is done by this firm. When Hardware and Metal visited the store a contract of $15,000 for the Housing Commission had just been completed covering builders' hardware, sheet metal and plumbing work, and a $24,-800 contract for a building at Ste. Anne de Beaupre is now being worked on. In all contract work whether electrical, plumbing or heating, every job is planned and blue printed before work is commenced.

In fixing prices Mr. Brousseau makes use of various price services and claims they pay for themselves every two weeks.

About eighty per cent. of the business of this firm is credit, but it is noteworthy that by following out a system of close checking of accounts and quick following up, the number of bad accounts is reduced to a minimum and very few have been lost.

While turnover dropped off to $140,-000 in 1921, prospects are that if the latter months of the year show as good return as the first half, that a turnover of approximately $175,000 will be done.

Oppose Minimum Wage Act on Clerks

Retailers Decide Minimum Wage Act Should Be Confined to Hearing of Complaints from Clerks and Not Dictate Salaries—Chain Store Advertising Untruthful—Protect Retailers in Anti-Price-Fixing Legislation

By special representative of Hardware and Metal

Editor's Note;—The first part of the proceedings at the convention of the Eastern Ontario and Ottawa District branch of the Retail Merchants' Association in Brockville, Ont., was outlined fully in last week's issue of Hardware and Metal, with a brief summary of the doings in the final sessions. Herewith is the full discussion of several important points which took place near the conclusion of the convention.

BROCKVILLE, Ont.—The first annual summer conference of the Ottawa district and Eastern Ontario retail merchants, was concluded on Thursday. Considering the time of the year, and the numerous other counter attractions, the attendance was encouraging. The most noticeable feature was the intense interest displayed by the delegates throughout the proceedings.

The conference opened the eyes of the officials to the lack of understanding which exists in regard to the present net-work of taxation. The address given on the Sales Tax, at the opening session, by E. M. Trowern, secretary of the Dominion Board, and the discussion which followed, was invaluable to the delegates.

The hospitality shown by the Brockville merchants, and the general spirit of good fellowship which was in evidence at all times, together with the beneficial discussions during the business sessions went to make the conference a complete success.

Chain Store Advertisements

The Thursday morning session opened with the introduction of a resolution calling upon the Dominion Board of the Retail Merchants' Association, to have all advertisements referring to co-operative societies, farmers' clubs and chain stores carefully scrutinized and to prosecute those firms whose advertisements were false and misleading. The resolution charged that a number of these concerns were endeavoring to secure custom by false representation of the manner in which they were conducting their business.

Mr. Trowern stated that certain of the chain stores, were professing to do what they well knew they were not doing. Chain store advertisements contained the information that a certain product they sold, in some cases was imported directly from the producers in far away places. "This is not true and I am going to make it my business to give the public the real facts," he said.

"Such advertising leaves the impression that the wholesale house is not necessary," said Mr. Trowern, "and moreover it aims a blow at we retailers who are endeavoring to do business in an honest manner. If there is a place in the communuity worth preserving, then it is up to us to preserve it."

Anti-Price-Cutting

The provincial government's anti-price fixing bill came in for some discussion and a resolution was adopted requesting the Dominion Board to use every effort to see that the retail merchants were properly protected and safeguarded and to strongly oppose any legislation that tended to interfere and obstruct retail merchants from carrying on their business in a legitimate, honest and straightforward manner.

It was pointed out by the chairman that the proposed legislation to prevent manufacturers fixing prices on their products was a dangerous and unwarranted interference with the trade and commerce of Canada. The delegates were informed that the government had appointed a special committee to report on the bill and to hear the views of those interested.

"This proposed legislation restricts all arrangements that might be made between manufacturers and wholesalers and wholesalers and retailers," said

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Hardware Turnover Nearly up to 1920

J. Fennell & Son, Kitchener, Ont., Adopt Stimulating Measures Which Have Given Greater Hardware Turnover This Year Than Last and Nearly Touching Record Year—New Premises Offer Better Display Facilities

Store front of the new store recently occupied by J. Fennell & Son, Kitchener, Ont. Mr. Hymmen, in charge of the window dressing, believes in linking up displays of seasonable lines with other effort, hence this display of tools and garden requirements. Improved window display facilities have helped hold trade though the store has moved to a new locality.

"THIS has been the most active building year which Kitchener has experienced and the sale of tools and builders' hardware has been correspondingly large," stated Mr. Fennell of J. Fennell & Son, Kitchener, Ont., to Hardware and Metal, on a recent visit of inspection of the new store now occupied by this firm.

Mr. Fennell, sr., has been in the hardware business for a great many years, his son having been actively engaged with the firm for the past thirty-five years. Dealing with the builders' hardware business, Mr. Fennell pointed out that he gets the bulk of this trade by going after contractors in an aggressive manner. He gets early knowledge of new construction under way and finds that the principle of "the early bird catches the worm" applies very much in securing this business.

Through stimulative measures in all departments this firm has been able to maintain business at a good rate of turnover. The sales for the Saturday prior to the recent visit of Hardware and Metal nearly constituted a record in the history of the firm for one day. The turnover this year so far is greater than last year despite the decline in prices, and it is pretty well up to the turnover record of 1920.

Better Display

To some extent the increase in business may be due to the fact that better store premises are now occupied. The store illustrated herewith has just been opened recently offering more room and better display facilities than was the case in the old premises. While a move from one locality to an entirely new one might seem disastrous to some firms which depend on a local connection, the Fennel firm is so well known that there was no difficulty in keeping a connection.

"Business brings business," states Mr. Fennell, "and after the ball is started rolling it generally gathers momentum rather than slowing up, providing prices and variety of stock are favorable to the customer."

Mr. Fennell has always made it a point to keep his stock well assorted according to local needs, and to buy in sufficient quantity to get any advantage of special prices on larger quantities, and this advantage is passed on to the customer. The whole idea has been a large turnover and profits have been maintained by achieving this large turnover with a smaller margin.

Discussing conditions in general and their effect on the hardware business, Mr. Fennell states that industrial conditions in Kitchener are unusually good, owing to the comprehensiveness of its products. A wide range of articles are made in Kitchener and this has maintained industrial operations on a greater scale than would be the case were they restricted to a few lines.

No Excuse for Hardwaremen

But taking the country as a whole Mr. Fennell contends that the hardware business stands second only to the jewelry business from the standpoint of profitable trade and it can be developed fearlessly despite conditions, providing due attention is given the question of buying and sales methods.

"Good clean competition makes the trade keen and as the hardware stock is not so subject to style changes, the hardwareman has everything in his favor for pushing forward to a revival of business and a return of normal trade," states Mr. Fennell.

The window displays in this store are depended on to some extent for developing trade in seasonable lines, as shown by the displays of tools and garden requirements arranged in the windows at the time the picture was taken as shown herewith. Mr. Hymmen is in charge of the window dressing.

50,223 TONS OF BINDER TWINE USED IN CANADA

A statistician figures that there are 45,000,000 acres of grain harvested in Canada annually. Estimating on the basis of 2½ pounds of binder twine used per acre, the total amount of twine used would be 50,223 tons.

Canadian binder twine manufacturers are now doing an export business with Ireland, Algiers and other foreign markets. The Canadian manufacturers have been doing business in Ireland for a considerable time, and there has been a steady growth in the amount of twine sent to that market.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JULY 29, 1922

A Good Barometer of Business

A STUDY of the Trade and Commerce reports of Canada, particularly the report just issued covering the period of twelve months to the end of June last, presents some very interesting facts concerning the import and export of hardware and metals. Our total imports and exports are each about three hundred thousand dollars in value less than in the same period in 1921 and exports are slightly in excess of imports. Our imports from Germany during that year were valued at $1,962,598, an increase over last year. Imports from Australia and Mexico also show considerable increase, while imports from United Kingdom, United States and most other countries are less.

Going into details, it is evident that whereas imports of common window glass declined considerably, plate glass imports increased. Total imports of aluminum, brass, clocks and watches, electric apparatus, iron, etc., show considerable decline in 1922 compared with the same period in 1921. Imports of hardware and cutlery were about two million dollars less in value compared with last year. Imports of passenger vehicles increased while fewer freight vehicles came in.

Imports of nuts increased in value as did crude petroleum, turpentine and scrap iron, while imports of tires, tin, silver, nickel-plated ware, tools, tubes, pipe, fittings, resins, and binder twine reflected a decrease, the latter only a slight falling off.

Declines in value of exports of various hardware lines included binder twine, paint, varnish, metals, (total) including aluminum, copper, insulated wire, pig iron, rolled products. An increase in value of exports is noticed on brass, scrap iron, passenger automobiles, lead, zinc and oilcake.

These figures give a very significant indication of the trend of business, showing that certain natural products of Canada are in increasing demand while requirements of other products are not quite up to normal.

In connection with German products, it is noteworthy that the monthly reports show a very great falling off in value of cutlery from January to June of this year, thus indicating that either such imports were being entered from other countries or that the German product now on the market here was entered for consumption over six months ago.

Some Dates to Keep in Mind

RETAILERS should keep in mind the fact that the stamp taxes on cheques, etc., come into force on August 1. This is also the date for certain reductions in freight rates on basic commodities as dealt with recently in Hardware and Metal. The tax on receipts does not come into effect until January 1 next.

In connection with the stamp taxes, these apply on all bank cheques, receipts for money paid by a bank chargeable against deposit, express money orders or travellers' cheques and postal money orders. If the amount does not exceed $50 the tax is two cents. If the amount exceeds $50 but not $5,000 for every $50 or fraction thereof of money involved the tax is 2 cents. If the amount exceeds $5,000 the tax is $2. In connection with cheques, regulations have been made governing the issue of embossed cheques. On bills of exchange, promissory notes, bank overdrafts, etc., the same tax applies. Promissory notes payable on demand and given to the bank for an advance by the bank bear only one stamp of two cents. On each despatch or message by cable or telegraph the tax is three cents. These are some points for retailers to watch carefully after August 1.

Watching for Developments

MANY FACTORS were just coming to light showing considerable improvement in conditions in the iron and steel industry of this continent when strike conditions loom up to mar the outlook. The steel output of Canadian mills last month was the biggest during the current year with the exception of February. Pig iron production in that month showed an increase of twenty-three per cent. over May. The report of the United States Steel Corporation for the second quarter, just issued, shows pronounced improvement with earnings of eight million dollars more than the previous quarter.

In Canada this improvement too is noticed, steel mills operating pretty well to normal capacity on immediate business though the tendency toward booking is still absent. However mills are so busy that they are not encouraging booking, particularly in view of the present outlook. Prices are very firm on iron and steel products with another advance on bar iron this week as result of the fuel shortage. Greater efficiency in labor is assisting in keeping steel prices within reasonable bounds, it being stated to Hardware and Metal that in one mill the production of steel to-day by the open hearth process was equal to the production of both processes during the war.

Already some shortage is noticed, particularly in pig iron, resulting in a sharp advance this week. There is said to be practically no pig iron offered on the market to-day. The coal strike and threatened extension of the railway strike presents a serious situation for manufacturers, and little relief for this class can be secured through the medium of the priority schedules prepared which place manufacturers in the east in fifth place. There is little tendency yet to "get under cover" in view of the possibilities involved, but the situation is being watched with much interest.

Do Not Misrepresent

MISREPRESENTATION never pays. This is a truism whether it is applied to the individual, the man in business, the manufacturer or in fact to anyone. J. T. Crowder, president of the British Columbia branch of the Retail Merchants' Association, in addressing a gathering of the Kiwanis Club in Victoria, B.C. the other day cited the experience of a British trade representative when travelling through South Africa at one time. He had purchased a five cent lead pencil, and proceeded to sharpen it, only to find that the lead did not extend far into the wood. He tried the other end of the pencil and found the same fault, and so took the pencil back to the merchant who had sold it to him. He learned that the article was a product of Japan. Later the trade representative was sent through the Empire, speaking on trade matters, and he never lost an opportunity to tell about the pencil, and thus through the dishonesty of a Japanese manufacturer, great damage was done to the reputation of Japan.

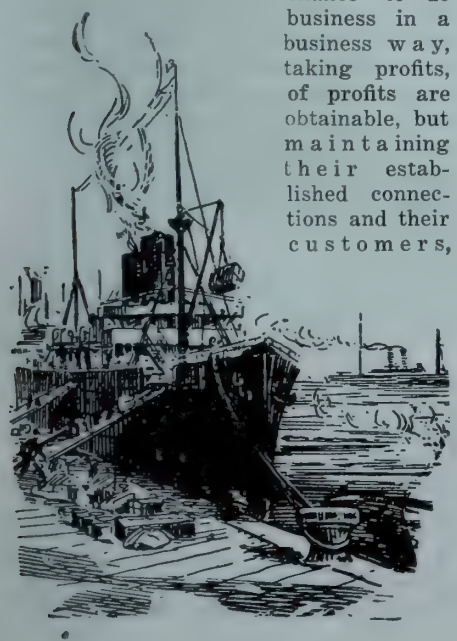
Developing Our Export Customers

Minister of Trade and Commerce Appeals to Manufacturers for Effective Co-operation—Rule of Trade That Where Sales Increase Your Purchases Also Grow—Canada Has 50 to 75 First Class Customers in Foreign Markets

By HON. J. A. ROBB, Minister of Trade and Commerce

THE Department of Trade and Commerce was created and designed to help trade either within or without Canada. The measure of the usefulness of that Department of Government Service will be in proportion to the help given and the encouragement offered by fellow Canadians interested and employed in the production, the manufacture, the transportation and the distribution of Canadian products. Having worked as a producer, as a manufacturer and as a trader, always willing to trade wherever and whenever there was a profit, experience has taught me that every branch of service from producer to consumer has its risks, sometimes a profit, other times a loss. A good, healthy, profitable trade is not built up in an afternoon.

Every successful trader knows that profitable trade is not built up by governments alone—even as good a government as we now have can accomplish little without support, the co-operation of the wide-awake, bright, brainy business-men of Canada, and so hope to be useful in developing Canadian trade at home and abroad. You ask me, "What is our policy, what is to be the policy of the Department of Trade and Commerce?" Well, I am Scotch, and a Scotchman always answers a question by asking another. What policy do you want us to pursue? Do you want government agents to attempt to handle your business at home and abroad, or do you want the government to stand out of the way and give Canadian business men a chance to do business in a business way, taking profits, of profits are obtainable, but maintaining their established connections and their customers,



through the uniform good quality of Canadian products? If that is to be the policy, then I venture to believe that Canadian export trade will grow from year to year and then eventually Canada will win out even against hostile tariffs. We may as well face the issue and at once admit that the Great War for freedom and the rights of small nations has not only burdened the taxpayers of the world with enormous debt, and governments and people with extravagant habits, but has also fostered a spirit of tariff warfare throughout the world, which must, I imagine, like all other wars, run its course.

TRADE OF CANADA BY PRINCIPAL COUNTRIES

Note: Countries arranged in order of importance of Total Trade in 1921.

	1914 (pre-war)		1921	
	Imports for Consumption	Exports of Canadian Produce	Imports for Consumption	Exports of Canadian Produce
United States	$396,302,138	$163,372,825	$856,176,820	$542,322,967
United Kingdom	132,070,406	215,253,969	213,973,562	312,844,871
Italy	2,090,387	514,660	1,745,330	57,758,343
France	14,276,535	3,632,444	19,138,062	27,428,308
Belgium	4,490,476	4,269,394	4,693,368	40,252,487
Cuba	3,952,887	1,915,414	30,743,239	6,573,768
Netherlands	3,015,456	3,985,987	4,237,791	20,208,418
British West Indies	4,247,310	4,469,329	14,833,746	13,030,225
Greece	445,036	11,934	817,157	20,834,577
Newfoundland	1,840,523	4,508,090	2,886,203	16,676,728
Australia	713,111	4,673,997	791,980	18,112,861
Japan	2,604,216	1,587,467	11,360,821	6,414,920
New Zealand	3,192,900	1,933,698	4,219,965	11,873,000
British East Indies	7,218,987	686,324	14,307,404	6,388,898
Germany	14,586,223	4,044,019	1,547,685	8,215,337
British Empire	154,526,846	238,642,517	266,002,688	403,452,219
Foreign Countries	464,667,152	192,945,922	974,156,194	785,711,482
Total	619,193,998	431,588,439	1,240,158,882	1,189,163,701

New U. S. Tariff

Recently some of our good customers have revised the customs tariff, apparently with a view to reducing trade with their own best customers. They may temporarily disturb Canadian trade, but they cannot discourage nor destroy Canadian enterprise.

It is a rule of trade that wherever your sales increase, your purchases also grow, so that as sure as night follows day, if and when a country puts up extreme tariff barriers, hindering necessary purchases, that country places a stumbling-block against its own trade, fostering discontent among its own people.

We, in Canada, have little right to complain if other countries place a prohibitive tariff against our products, but we have a right to try and find markets for the products of our country, to seek out the best and most profitable markets, to give preference to those who give preference to us, and, like any well managed business, to secure as many good customers as we can. The world is large; Canada has great resources and is geographically and favourably located to trade either with the Eastern or Western world or with the great countries to the South.

Transportation

Perhaps I may say a word regarding our transportation system. We have lots of it—and yet there is in some sections of our country an agitation for an extension of railways, and the opening of other channels of transport. That I shall not now attempt to discuss, but may I suggest this—if Canada is to compete with other nations in the markets of the world, we must be prepared to carry Canadian products at as low rate of freight, and with as good despatch as any other country. Canada has the railway lines—Canada has ships. Surely Canada should carry from Canadian ports Canadian exports at as favorable rates as that offered at any other ports.

Linking up all the forces and all the interests of Canada, so that each will have a personal—yes, if you wish to put it that way, a selfish interest, for the promotion of more work, more traffic, more business, for Canada all linked together and all working together would

(Continued on Page 56)

Events in the Trade

BUSINESS CHANGES

Prescott, Ont.—W. S. Glassford has disposed of the hardware business recently purchased from W. F. Macpherson, to Mr. Hammer, Westport. Mr. Glassford is leaving for Beaverton in the near future to join his family, who left some weeks ago.

FIRE LOSS

Ottawa, Ont., McKinley and Northwood, hardware, suffered fire loss.

For over six hours firemen fought a blaze in a two-story galvanized iron building owned by A. R. Clarke & Company, Toronto, which was gutted, with a loss estimated to the police at $32,000. The building was used by the company for preparing hides to make into gloves. Firemen believe the outbreak of the fire was caused by a gasoline explosion in one of the tanks.

OBITUARY

The death occurred in Montreal of William Drysdale, who for many years was a manufacturers' agent in this city for various hardware lines. About one year ago Mr. Drysdale retired from active business through ill health, and from that time until his death his illness gradually became worse.

PERSONAL

E. W. Long, representing the Dominion Battery Co., Ltd., was in St. John last week.

Robert Hobson, president of The Steel Company of Canada, Ltd., Hamilton, is at present on a visit to England. He is expected to return early in September.

Walter T. Newman, formerly of B. & S. H. Thompson Co., Ltd., and the British Smelting & Refining Co., has joined the Canada Metal Co. organization as sales manager, in succession to Mr. Crow.

Colin Carmichael, representing Canadian Oil Companies, Ltd, in an interview with Hardware and Metal, stated that business was very satisfactory. Mr. Carmichael added, however, that it was necessary to work harder than before, but hard work was showing its results in business.

G. R. Marshall of G. Reginald Marshall and Co., and representing the British and Colonial Trading Co., Sheffield, England, will visit Canada toward the end of August with a view to obtaining agencies for the British Isles and buying suitable household goods. Mr. Marshall is the son of George A. Marshall, proprietor of the Perfection Sanitary Brush Co., Toronto, which will be the headquarters of Mr. Marshall jr. while in Canada.

APPOINTED AGENTS FOR THREE BIG LINES

The Smith Stewart Co., London Loan Bldg., London, Ont., have been appointed agents, east of Winnipeg, for Utica Drop Forge Co. line of nippers and pliers; Lawson Mfg. Co., Chicago, Ill., line of spring hinges, garment fixtures, etc., and Bergman Tool Co. line of tools. Representatives of the company will call on the wholesale hardware trade at all places east from Winnipeg to the maritime provinces.

NORTH TORONTO BUSINESS MEN HAVE BIG PARADE

North Toronto Business Men's Association held a gala day on Wednesday, including a motor parade to Exhibition Park, for a picnic. A committee composed of the chairman, James McFadyen and S. B. McMurtry looked after refreshments and A. J. Frost headed the sports committee. The Marshal of the parade was Tom Ferguson. All prizes were donated by local merchants or wholesalers.

CLAYTON AND LAMBERT MFG. CO. SALESMAN HONORED

Chas. A. Bower, representing the Clayton and Lambert Mfg. Co., Detroit, Mich. for twenty years, traveling from coast to coast, explaining and demonstrating the features of the C. & L. line of gasoline fire pots, torches and brazing fires, was recently honored at an informal dinner given by the management to 125 members of the office and factory heads of departments and a gold watch was presented to him by the company and a shrine pin by his fellow workers in the organization.

ALGOMA STEEL PLANT TO GET BIG ADDITION

Saulte Ste. Marie, Ont.—Construction will be commenced shortly at the steel plant of the Algoma Steel Corporation here of a building adjoining the merchant mill for heat treating splice bars. The bars will, in the tempering process, be heated and quenched in oil. The work will cost in the neighborhood of $50,000, it is understood, and the plant is expected to be ready in October. The contract has not yet been let for the erection of the building.

PICTURES OF TORONTO HARDWAREMEN'S PICNIC

Some enquiries have come to Hardware and Metal for pictures of the picnic of the Toronto Retail Hardware Dealers and Travellers as illustrated in last week's issue. These and any other enquiries which may come from those desiring panoramic prints will be turned over to the photographer to be filled. Address your enquiries to the Editor, Hardware and Metal, 153 University Ave., or telephone.

WINNERS IN WEIGHT GUESSING CONTEST

In the weight guessing contest conducted by the Dominion Sheet Metal Corporation, Hamilton, Ont., as to the weight of Premier galvanized sheets made by this firm since its commencement up until July 1, 1922, the following were prize winners:—E. A. Whitten, The Whitten Co., Ltd., Bracebridge, Ont.; A. Macnish, A C. Leslie & Co., Toronto; Albert Lane, Hardware Dept. Security Lumber Co., Vawn, Sask.

The correct number of tons was 65,104. The first prize was a gold watch valued at $50, second prize a leather bag valued at $25 and third prize a carving set.

KINGSTON ACTIVE CENTRE FOR AUTO ACCESSORY TRADE

Kingston, Ont.—This city, which has a population of 23,000, offers an exceptionally good market for automotive equipment advertisers. Statistics show that from Jan. 1921, to June 1st, 1921, 2,262 licenses were issued. For the same period of this year, 2,465 were issued. They were subdivided as follows: pleasure cars, 2,245; motor trucks, 178; motorcycles, 42; the increase over 1921 was 203, and licenses are still being issued.

OF INTEREST TO COMMERCIAL TRAVELLERS

Bathurst, N.B. — Ground has been broken this week for the erection of a new seventy-five room hotel to be built by John P. Leger. This will be good news for commercial men, as accommodation in the Maritimes is not as good as it might be from the hotel standpoint and their association has for several years been urging the erection of modern hotel to meet the increased demand.

OXYGEN PRODUCERS CONSOLIDATE

The consolidation is announced of the manufacturing and distributing resources of the Dominion Oxygen Company, Limited, and the National Electro Products, Limited. The business is henceforth to be conducted under the name of the Dominion Oxygen Company, Limited, now operating oxygen plants at Montreal and Toronto, and acetylene plants at Merritton, Winnipeg and Shawinigan Falls. In addition the company conducts oxygen and acetylene distributing stations at Hamilton, Windsor and Quebec. It is understood that W. J. Cluff and associates, of Toronto and Montreal, who founded the National Electro Products, Limited, several years ago, will retain their relationship with the oxygen industry through their interest in the consolidated companies.

PUBLICITY ASSOCIATION AMONG HARDWAREMEN

St. John, N.B.—The St. John city council has voted for a bond issue of close upon $54,000 for the paving of one of the city squares. There are two hardware stores in this location, and the merchants are looking for a big increase in business when the new paving is finished. Better business has always followed the paving of a thoroughfare in this city, as there always is a tendency on the part of the householders to make a corresponding improvement in their properties, both by painting and repairing, and in many cases vacant lots are built upon. One of the last streets to be paved was Prince Edward street, and this street is now dotted all along with newly painted residences and stores, which, without the paving would in all probability never have been touched for some years. Some time ago, about thirty of the merchants on this street formed a publicity association, and purchased a full page in one of the local newspapers which they divided up among themselves for several issues of the paper, causing a good deal of comment from the citizens, and was the means of attracting valuable attention to the stores of the merchants taking part in the campaign.

W. H. Thorne & Co., Ltd., have been running a special sale of aluminum six quart preserving kettles for $1.59 each, and a one quart aluminum saucepan for .39. Emerson & Fisher, Ltd., are pushing thermos bottles, and T. McAvity & Sons, Ltd., are using large space in the local papers advertising refrigerators. D. J. Barret and Phillip Grannan, Ltd., are making a drive on furnaces, pointing out the necessity of having installations made now ready for the winter. Emerson & Fisher, Ltd., have also been pushing haying tools in their newspaper advertising.

Imports From Germany Now Very Light

German Wares Now Being Shown in Some Stores Imported Over Six Months Ago—Imports Practically Nil From January to June of This Year

THAT GERMANY has been making a determined effort to regain a favorable position in the Canadian cutlery market is gleaned from a study of the import figures since the close of the war.

Very few German cutlery items found their way into Canada after the armistice until October, 1920, when the trade revived considerably. During that month the cutlery imports from Germany totalled slightly over $23,000 in value, the biggest item being razors of all kinds, represented in value by $6,418. From that time on, the trade was fairly steady until the latter half of 1921, when the general trade depression set in and imports from all sources fell off heavily.

The crest of the German cutlery importations was reached in May, 1921, totalling approximately $37,000. In that month Canada imported $18,528 worth of knives of all kinds; $8,753 worth of razors; $7,864 worth of scissors and shears; $1,312 worth of steel knives and forks, and $1,664 worth of all other cutlery.

Compared with the above are the following figures for June this year: Steel knives and forks, $55; knives of all kinds, $28; razors, $48; scissors and shears, $118; all other cutlery, $414.

The importations from January to June this year have been practically nil. In view of this fact it would appear that the bulk of the German wares being exhibited in store windows and on store counters were imported more than six months ago.

The most active period was between October, 1920 and November, 1921, the monthly trade with Germany during that period being fairly heavy.

Dominion Board R.M.A. Convention Coming

To Be Held in Halifax August 8 to 12—Will Discuss Legislative Matters Before Next Session of Parliament—Don't Want Fixing of Retail Prices Dealt With By Government

THE 17th annual convention of the Dominion Board, Retail Merchants Association of Canada, will be held in the Halifax hotel, Halifax, N. S., August 8 to 12. Delegates from every province will be present and some very important resolutions will come before the meeting.

This is a delegate convention made up of accredited representatives from every province in the Dominion, consisting of representatives from each section of the retail trade, as well as representatives appointed by each provincial board.

The main object of this convention is to review the work that has been done by the Association during the year and to take up all matters that will be dealt with during the coming year. In this way an opportunity is given the delegates to discuss all legislative matters before they are presented to the Dominion House.

The officers of the Dominion Board form the Dominion Executive Council, and consist of one elected delegate from each province, together with the Dominion secretary, making ten in all.

Taxation Matters

Some very important questions will come before the convention this year, chief among them being the manner in which the present government is interpreting the Sales Tax Act; the tax on receipts, and other matters of immediate and outstanding interest. The proposed bill to prevent manufacturers fixing retail prices for their products will receive attention. The reason the Dominion Board is taking the matter up is owing to the fact that if the bill should become law, no manufacturer in the province of Quebec, or any other province in the Dominion could send goods into Ontario, having fixed retail price, as the proposed bill calls for the confiscation of all articles so sent in.

Principle of Fixing Prices

"Retail merchants generally feel that the question of fixing retail prices is one that should not be dealt with by a farmer government whose chief business at the last session of the federal house was to secure the legal right to form wheat boards in the various provinces, with the object of fixing wheat prices," said Mr. E. M. Trowern, secretary of the Dominion Board. "We feel that if the principle of price fixing on wheat is a right one, the same principle should be allowed in connection with all other commodities. Retail merchants are not objecting to the farmers forming a wheat board, but they strongly object to the farmers endeavoring to prevent manufacturers fixing retail prices. We are entirely in accord with the fixing of prices, so long as the prices fixed are fair and equitable."

The convention will open Tuesday morning when President J. A. Banfield will deliver his annual address. The Halifax retail merchants have made extensive preparations for the reception of the delegates.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

IDEAL OAK HEATER

Messrs. Gibb, Brown & Odell, Limited, Hanna, Alta.—Will you kindly advise where we can secure repairs for the Ideal Oak heater?

Answer.—This line is handled by the Record Foundry Company, of Moncton, N.B. This firm is represented in Western Canada by R. R. Kinread, of 52 Albert Street, Winnipeg.

MAGIC COOK STOVE

Gibb, Brown & Odell Limited, Hanna, Alta.—Will you kindly advise us where we can procure repairs for the Magic 4-hole cook stove?

Answer.—The McClary Manufacturing Company, Bannatyne Avenue, Winnipeg, Man. The head office is in London, Ont.

ICELESS REFRIGERATORS

D. Mistel, Rodney, Ontario.—Kindly advise where we can procure an iceless refrigerator.

Answer.—The Toronto Laundry Machinery Company, 1951 Dundas Street West, Toronto, Ont.

CANADA STOVE & FURNITURE

J. E. Gelineau, Chute a Bloudeau, Ont.—Would you please give me the address of the Canada Stove & Furniture Company?

Answer.—This firm is located at Ville St. Laurent, Quebec. They also have a branch office at 104 Delorimier avenue, Montreal, Quebec.

ENTERPRISE OAK STOVE

Messrs. Bonthron & Drysdale, Hensail, Ontario.—Will you kindly advise us where we can get repairs for the Enterprise Oak stove?

Answer.—The Enterprise Foundry Company, Sackville, N.B.

MORRILL HAND PUNCHES

The MacDonald Wire Goods Company, Drummondville, Que.—Can you give us the address in the United States of the makers of the Morrill hand punches?

Answer.—No doubt you refer to Charles Morrill, Inc., 100 Lafayette Street, New York City, U.S.A. They also have a factory at Pawtucket, R.I.

SHELLAC CROCKS

The Maritime Paint & Chemical Company, Moncton, N.B.—Would you be kind enough to give us the name of the manufacturer of one gallon and half gallon crock jugs to hold shellac?

Answer.—These jugs can be obtained from the following companies: The Toronto Pottery Company, Toronto, Ont., and the A. W. Pratt Co., 81 Victoria Street, Toronto, Ont.

RUBBER BATHING CAPS

Edwin Chown & Son, Kingston, Ont.—Do you know of any concern in Canada manufacturing rubber bathing caps?

Answer.—The Canadian Consolidated Rubber Company, Limited, Montreal, Que.; Eisman & Company, Toronto, Ont.

SUPER CEMENT

G. A. Bullied & Son, Hardware, Coe Hill, Ont.—Would you kindly inform us where we can obtain super cement?

Answer.—This is now being sold by the Super Cement Company, Mount Dennis, Ontario.

ONE MINUTE WASHER

Wm. Lawrie, Hardware Merchant, Forest, Ont.—Will you kindly inform me where I can get repairs for the one minute washer?

Answer.—The One Minute Manufacturing Company, Newton, Iowa, U.S.A.

SILOS

Frank Defoe, Esq., Hardware Merchant, Madoc, Ontario.—Kindly supply me with the names and addresses of some manufacturers of silos.

Silos—Metal

The Canadian Des Moines Steel Co., Limited, Chatham, Ont.

The De Laval Company, Limited, Peterborough, Ontario.

MacKinnon Steel Company, Limited, Sherbrooke, Quebec.

Ontario Wind Engine and Pump Company, Limited, Toronto, Ontario.

Silos—Wood

Adirondack Silo Company of Canada, Limited, Montreal, Quebec.

Farmers' Silo Company, Markham, Ont.

VULCANIZING MACHINES

The George Taylor Hardware, Limited, Timmins, Ontario.—Can you give us the name of a manufacturer of vulcanizing machines, for making repairs on rubber boots and shoes?

Answer.—The Canada Vulcanizing and Equipment Company, of London, Ontario.

CIDER PRESSES

Messrs. Dimock & Armstrong, Windsor, N.S.—Can you give us the name of a Canadian manufacturer of cider presses?

Answer.—The London Foundry Company, London, Ontario; Hergott Bros., Mildmay, Ontario; W. R. Perrin Limited, Toronto, Ontario.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3667. **Refrigerators.**—A firm of Canadian agents located in Barbados, but who cover the whole of the West Indies, desire to obtain an agency for refrigerators. Catalogues and price lists would be required.

3668. **Electrical goods.**—The manager of a large foundry in Barbados would like to be put in touch with a Canadian house supplying electric lighting plants for individual homes, and also general electrical goods.

3671. **Wire nails, rivets, bolts, etc.—A** firm of Canadian agents at Bridgetown, Barbados, would like to obtain a Canadian connection for the supply of wire nails, rivets, bolts, nuts, etc.

3682. **Hardware.—A** Glasgow firm of jobbers who say their imports from Canada are increasing as they discover new sources of supply, are in a position to compete with present American suppliers, and are open to consider any Canadian proposition put before them from manufacturers or exporters of small tools, machine tools, enginers' equipment, colliery furnishings; general ironmongery, iron and steel products and machinery; agricultural and mechanics' tools and wood manufactures.

3684. **Wire.—**One of the largest engineering firms in Johannesburg are requesting quotations for bare copper wire, tin copper wire, copper bus bar, and rods.

3685. **Dairy machinery and material.—A** Johannesburg firm of dairy suppliers who have good connections throughout the Union, are open to purchase dairy machinery and material of all kinds for dairy plants.

3686. **Toys and fancy goods.—A** London firm are open to represent Canadian manufacturers of toys and fancy goods as selling agent on a commission basis.

4819. **Copper and Brass.—**Copper and brass sheets, ingots, and bars are required by a firm in Sweden.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of June 28, July 5 and 12, 1902:

"The Canadian commercial agent in Trinidad states that for the year ending March 31, Canada exported to the West Indies goods valued at $98,-958, an increase of $32,715 over the previous year. He is of the opinion that the visit to the islands of the president and secretary of the Canadian Manufacturers' Association will be productive of much good."

(This item is interesting in view of the subsequent growth of Canada's trade with the West Indies and the recent visit of officials of the C. M.A. to stimulate this trade.)

"Alexander Gibb has just become western representative of Campbell Bros., St. John, N.B., manufacturers of axes, hatches, etc." (An announcement appeared in last week's issue of Hardware and Metal concerning a change in the firm of Campbell & Fowler.)

"E. S. Cooper, of Galt, Ont., for many years associated with Goldie & McCulloch Co. as salesman, has gone to Winnipeg to join James Burridge forming the firm of Burridge & Cooper, who will carry a large stock of the product of Goldie & McCulloch for the western trade."

"The Halifax agency of the E. B. Eddy Co., Ltd., has been elevated to a branch. John Peters is retiring owing to poor health and J. T. Sheriff becomes manager."

"Work is being commenced by Messrs. Wm. Mackenzie and D. D. Mann on the new railway they are to build between Halifax and Yarmouth, N.S."

"Rosser McClure, who has been Canadian manager for S. F. Bowser & Co. for the past three years, leaves to introduce Bowser oil tank in Great Britain and Ireland."

"Daniel Morrison, traveller for Rice Lewis & Son, Ltd., was presented by the employees with a cabinet of cutlery on the occasion of his marriage."

"B. S. Leak and W. R. Tait, both representatives of Lewis Bros. & Co., Montreal, in the northern territory, have just returned from their wedding trips."

"Thos. Davey, manager for John Lysaght Ltd., in Melbourne, Australia, passed through Canada last week en route to England."

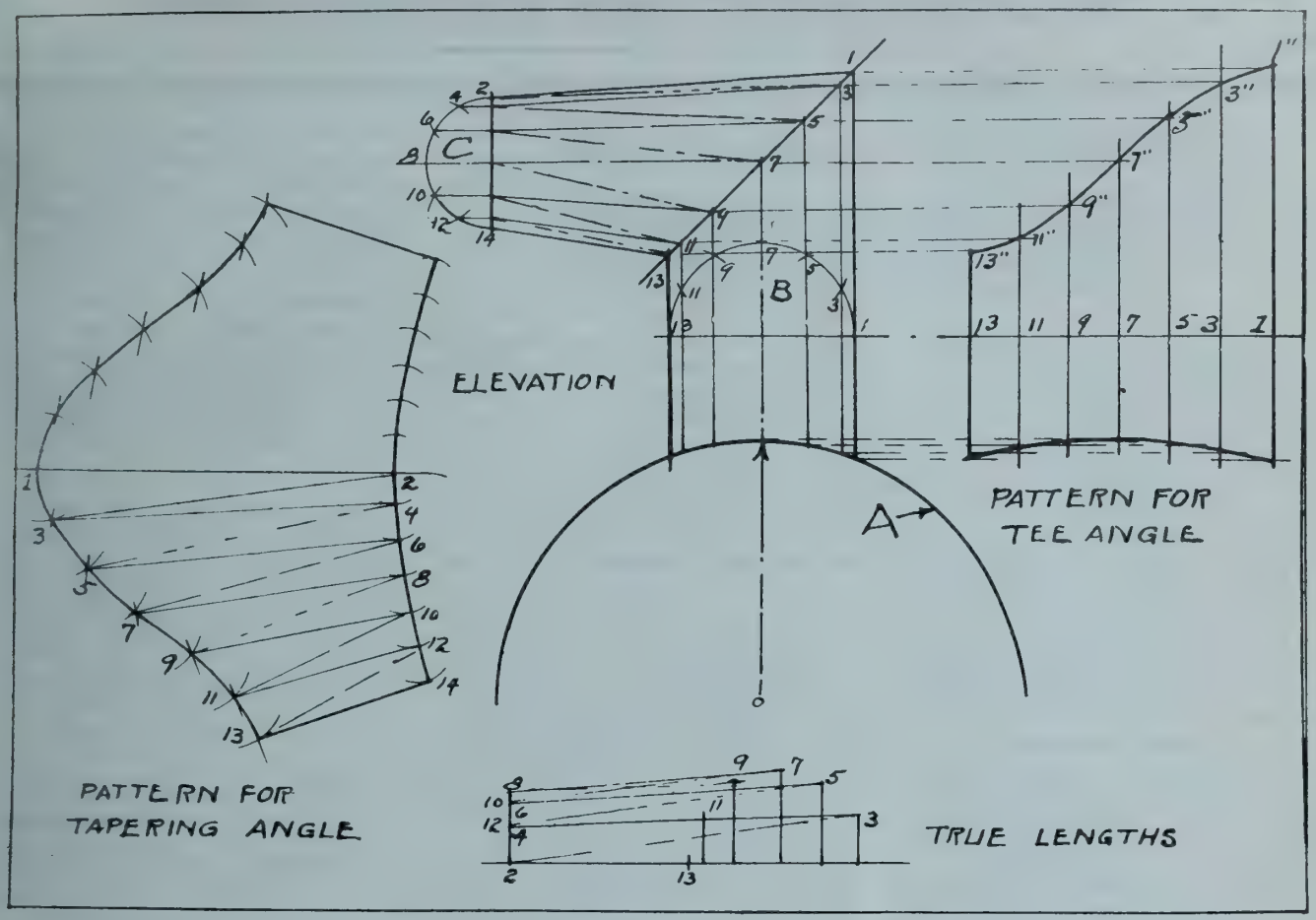
"The saw works of Shurly & Dietrich, manufacturers of saws and iron and brass bedsteads, Galt, Ont., have been burned."

"The annual excursion of the Gurney Foundry Co. employees was held to Niagara Falls on July 11, on the steamer Garden City."

"E. Cameron & Co. will shortly open their new hardware store on the London House corner, Charlottetown, P. E. I."

Patterns for Tapering Elbow Tee on a Cylinder

Written for Hardware and Metal by O. W. Kothe, Principal St. Louis Technical Institute, St. Louis, Miss.



Patterns for Tapering Elbow Tee. on a Cylinder.

OUR working drawing shows main cylinder A to which a tee is attached and on this tee a tapering elbow is constructed.

Now the main feature of this design is not so much practicability as for instruction.

Many workmen feel that in attaching a tapering elbow to a cylindrical tee or elbow section, the common sweep method may be applied.

To be sure, it can be applied and the workman will make something but it is not probable that any decent fit will be made.

The reason is found in the change in diameters in the tee as it narrows down to the base.

Observe that the diameters of cylinder in point 3 and in point 11 are the same as well as in point 5 and point 9.

But now in considering the taper as a true part of a cone, we might be able to maintain the diameter in point 7, but then the increasing of the diameter on the heel will make the distance greater in point 5 and point 3 and hence this portion of the elbow will telescope outward over the cylinder.

Then the throat owing to the receiving of the lines, the diameters of taper will be smaller in points 9 and 11, so that here the cylinder will be greater in diameter than the taper, and we have a telescope again but where the tee fits over the taper.

To overcome this, the tee must be laid out by triangulation so that the diameters of the tee are built to the sectional lines of B.

Then you will have a true fitting and correctly treated.

To start this working drawing first draw the section A and after that draw center elbow for tee in elbow, also describe section B and divide in equal parts and then draw angle.

Now from each point in section the miter line 1-13 on a 45 degree B, draw lines to intersect the tee A and the miter line in points shown.

This will enable drawing the taper with a C, and building your lines to those in the miter line as shown.

After this, we project the tee picking the girth from B and projecting the lines as shown.

Now the girth for the taper along the miter must be picked from spaces as 1″-3″-5″-7″, etc., the reason being that these 2 edges fit together and they must be of the same girth.

After this develop the diagram of true lengths for the taper and lay out the pattern for tapering angle the same as has been explained from numerous other articles along this line.

QUEBEC MERCHANTS CONVENTION

Montreal.—The Annual Convention of the Provincial Board of the Retail Merchants' Association of Canada, Inc. will be held in Quebec on Monday, July 31, and Tuesday, August 1. Questions of interest to the retail trade and measures for the benefit of those engaged in it will be discussed. Sessions will open on July 31st with registration at 9.30 a.m. and at 10 a.m. the formal opening ceremony will take place when an official welcome will be given by the Mayor of Quebec, and another welcome will be extended by the president of the district, M. J. Savard, to which City Alderman J. E. Sansregret and other delegates will reply. The afternoon of July 31st will be spent in touring the annual banquet will be held. trip around the harbor and to the Quebec Bridge. At 8 o'clock the same evening the annual banquet will be held. Business sessions will occupy the attention of the delegates throughout the second day.

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

Conflicting Trade Tendencies in B.C.

Good Crops in Some Districts, Much Loss From Forest Fires in Others—Okanagan Fruit Crop is Good and Mining is Proceeding Actively—Camping Equipment in Good Demand

CONFLICTING circumstances have tended during the last week or so to cause a certain amount of unsteadiness in the British Columbia hardware situation. In some districts with good crops in sight retailers are inclined to fill up their depleted shelves, but in others continued excessive heat with unusual lack of rain, and general fires which have caused thousands of dollars damage to timber, have tended to depress the trade in general.

It is now an assured fact that the apple crop of the Okanagan will this year approximate 85 per cent. of 1921 which was the largest on record. This has had the effect of inducing hardwaremen in the valley to bank on the fall returns as it is considered most unlikely that this season will be a repetition of last as far as marketing is concerned, when the returns were far from satisfactory.

Another district which is sending in a regular volume of orders is the Cariboo where mining is going on steadily with favorable results. New stores have been opened up and thus far, most are doing well. The Nanaimo section of the province is also improving to some extent due to the resumption of operations on full time of several mines which had been operating only three days a week. The remainder of the country districts are on the slow side.

While many lines have relapsed into their regular midsummer dullness, the camping season and tourist traffic from the south, has resulted in good business in frying pans, rough cutlery and the usual lines of a camper's outfit. Several of the stores have featured this trade and it has brought them good returns.

Collections, if anything, are a little tighter than usual. Some of the retailers are backward and they, in turn, say that money is decidedly scarce, if prompt payment of their customers may be taken as a criterion. In the upper country money is showing signs of easing but on the coast a close watch is being kept on all tardy accounts.

While the reduction in freight rates is gladly welcomed on the coast the hardware end of the manufacturing trade, in company with other trades, is not satisfied with the cut announced from Ottawa. They have expressed the opinion that British Columbia should not give in until the discrimination of the mountain scale is entirely wiped out. To that end, they are prepared to fight the case to the limit, submitting further concrete examples showing how it is impossible for B. C. heavy goods manufacturers to compete with manufacturers in the east.

WESTERN CANADA NOTES

J. Delmo, blacksmith at Kendal, Sask., is adding hardware.

D. D. Rolston of Smithers, B. C., has opened up a retail hardware store.

Roland, Man.—M. J. Harn has opened an up-to-date hardware store here.

F. H. Gould, has joined the sales staff of Wood Vallance Limited, as accessory salesman.

Smoke and water occasioned considerable damage to the tinsmith shop of Walter Wilson at Victoria.

T. L. Waldon, general manager of the Marshall Wells Company, Limited, has returned from a business trip.

Merchants in Scotsguard, Sask., observe Wednesday half holiday during June and July and operate on standard time.

J. G. Beatty, has joined the sales staff of Wood Vallance Limited, Winnipeg, and is covering the Prince Albert territory.

R. W. Smith of the National Standard Company of Niles, Michigan, is on a business trip to Winnipeg. W. Bruce Campbell represents this firm in the West.

H. L. Huyck, of Swift Current, Sask., who represents Wood Vallance Limited, in that district, is reported on the way to recovery from an automobile accident which happened recently.

J. J. Sullivan, who covers the Prince Albert district in the interest of Wood Vallance, Limited, has suffered a stroke of paralysis. Latest reports are that he is making rapid recovery.

The Premier Rubber Co., Ltd., of Canada has been organized in Vancouver with Walter R. Dockrill, John F. Keen, Fred. A. Harding, J. Duff Stuart, R. G. Edwards Leckie, John E. Leckie and Alex. Henderson as the principals.

Marshall Wells Company, Limited, wholesale hardware dealers held their annual picnic on Saturday, July 29th, at Selkirk. A large number of the staff attended and a good list of sports was run off. An enjoyable time was participated in by all of the staff who attended.

New Westminster.—The city council has awarded a contract to the Vancouver Engineering Works for 8,400 feet of 24-inch steel pipe at a price of $30,976, this being lowest of a large number of tenders. The contractors agree to deliver in twenty-three weeks. The pipe is to be used in repairing the water system destroyed in the spring freshets.

WESTERN HARDWAREMAN BELIEVES IN ADVERTISING

Kindersley, Sask.—Robert Gillespie, hardware merchant, is more convinced than ever that it pays to advertise. Last week Mr. Gillespie advertised an aluminum ware sale, which was announced to commence on Saturday. Hardly had the paper been circulated in the different homes when the Gillespie hardware was besieged with eager purchasers, anxious to get a piece of aluminum ware at the reduced price of one hundred and fifty-nine cents, and by night the few odd pieces left on the bargain counter were hardly noticeable.

OBSERVANCE OF CIVIC HOLIDAYS

Tillsonburg, Ont.—Monday, August 7. Held first Monday of August each year.

Welland. Ont.—Wednesday, August 2.
Mitchell, Ont.—Monday August 7.
Toronto.—Monday August 7.
London.—Monday, August 7.
St. Catharines.—Monday, August 7.
Peterborough.—Monday, August 14.
Toronto.—Monday, August 7.
Niagara Falls.—Monday, August 7.
Owen Sound.—Monday, August 7.

Subscribers are kindly requested to send in the date of their Civic Holiday if it does not appear above.

Assess Themselves to Fight Orientals

B.C. Retail Merchants to Collect Tax of $2 Per Member—Want All Wholesalers to Have Licenses—Harvey Murphy of Nanaimo the New President

Reported especially for this paper by WALTER F. ING

VICTORIA, B. C.—Reference was made in last week's issue to the annual convention of the Retail Merchants' Association of British Columbia and particularly to the president's and secretary's reports.

Between fifty and sixty delegates were in attendance, together with their wives, as well as a number of other retailers from different parts of the province. Delegates were registered from the following places and districts:

Vancouver, Victoria, New Westminster, Nanaimo, Chilliwack, Duncan, Hope, Spuzzum, Princeton, Kamloops, Ladner, North Vancouver, Enderby, Vernon, Kelowna, Cranbrook, Esquimault, Trail, Revelstoke.

Provincial President Jos. T. Crowder, of Vancouver, occupied the chair, and with him were Harvey Murphy, Nanaimo, 1st vice-pres.; G. H. Jacobson, New Westminster, 2nd vice-pres; D. Kent, Vancouver, treasurer.

Liquor Resolution Turned Down

Many important resolutions were before this convention for consideration, including a strongly worded resolution calling for the prohibition of the sale and importation of intoxicating liquors in British Columbia, this resolution being presented by the Grocers' Section of The Greater Vancouver District, on the ground that it was diverting an enormous amount of money from the regular business channels to be used for the purchasing of whiskey, etc. This resolution was turned down on the ground that the question was a moral one and one which the Retail Merchants' Association had nothing to do with.

Other resolutions placed before the convention from the different branches of the province were as follows:

Transient traders, peddlers and agents.

Cartage charges by wholesalers and manufacturers.

The Sales Tax and its collection.

Oriental exclusion—to assess all members in B C. the sum of $2.00 to carry on the fight. (Approved.)

To amend the Weekly Half Holiday Act, preventing auction sales on any holiday or half-holiday—referred to executive.

The Lord's Day Act—to have jurisdiction of same placed entirely in the hands of Provincial Legislature. (Lost.)

Peddlers' Licenses—to compel municipalities to collect before peddlers start business.—Referred to executive.

Wholesalers selling to consumers—against any wholesale firm selling to any person, firm or corporation other than persons, firms or corporations buying for the purpose of re-sale. (Approved.)

A resolution to the effect that no wholesaler shall sell to any person, firm or corporation without a license, such license to be issued by Federal Government. (Referred to incoming executive.)

Resolution to permit jewellers to sell articles left for repairs and not called for within a limited time. (Approved.) This resolution to be made the subject of a Bill to be presented at the next session of the B.C. Legislature.

A resolution covering removal of goods by householders, compelling moving and express men to keep record and report. (Referred back).

A resolution to the effect that only those persons entitled to vote at municipal elections be permitted to sign petitions for presentation to city or municipal councils, particularly in reference to the closing of stores. (Approved).

A resolution to make it impossible for druggists to do business in lines of goods handled by other stores who are compelled to close on a half-holiday. (Referred to incoming executive for action if found advisable.)

Premier Oliver One of Speakers

The speakers at the convention lunches and dinners, which were held in the Dominion Hotel, included Premier Oliver, who spoke on the freight rate fight being put up by British Columbia; Dean Miller of the University of Washington, on the "Economics of Distribution," and Dr. W. J. Hindley, of Spokane, who spoke at the official convention banquet, and who is the educational director for the State of Washington, for the State Retailers' Association. He took for his topic, "Who is responsible for the present merchandising problems?"

The New Officers

The election of executive officers for the ensuing year was as follows:

Harvey Murphy, Nanaimo, president; D. H. Kent, Vancouver, 1st vice-pres.; Harold Kent, Victoria, 2nd vice-pres.; A. P. G. McDonald, New Westminster, 3rd vice-pres.; T. F. McDowell, Vancouver, treasurer; Jos. T. Crowder, past president, was elected as representative for B. C. on the Dominion Executive Council.

Kamloops presented an invitation for the next convention to be held in that city, which was referred to the incoming executive and which will in all probability be chosen for the next meeting place.

The Four Outposts Which Protect Your Profits

ONE of the most valuable helps which Canadian hardwaremen can take advantage of will be the specific data concerning plans for **selling more hardware and making more profits,** as outlined **by Frank Stockdale**, one of the foremost retail merchandising experts on this continent, in a special article written exclusively for Hardware and Metal and which will appear **in the Annual Fall Number on August 19.**

A leading Canadian retail hardware firm which had a personal application of the selling methods outlined in this article states **"we compliment you for the clever, business-like way in which you showed us how simple the application of your system was."**

Every Hardware and Metal reader can have access to this fountain of valuable data by studying this article.

Watch for the August 19 issue.

New Hardware Goods

Offered to Canadian Hardwaremen

WISS PRUNING SHEARS

J. Wiss and Son Co., of Newark, N. J., are introducing to the market a new pattern pruning shears, No. 209. The makers describe this as a high quality pruning shear, the blade having a good bevel, and being set to give powerful

leverage. Other features pointed out by the makers are the knurled handles to prevent slipping, the blued finish, the polished head, and the provision of steel clip for holding the tool in closed position when desired. The full length of this product is nine inches.

REX MICROMETERS

A recent announcement by the Brown & Sharpe Mfg. Co., of Providence, R. I., introduces their new line of Rex micrometers. The Rex line is furnished for either English or Metric measure, and includes 24 different sizes of micrometers to take measurements up to 24 in., or 600 mm. These micrometers are regularly furnished with a clamp ring which clamps the spindle and preserves the setting.

A feature pointed out by the makers is the rectangular shape of the frame. These give large measuring capacity. Holes are used in the larger sizes to lighten the frame. The anvil, spindle,

and other parts, are similar to the parts of the regular B. & S. micrometers, and means are provided for adjustment for wear of measuring surfaces and screw. In the larger sizes, Rex micrometers are furnished in wooden cases. The accuracy of these tools is pointed out by the manufacturers. An attractive circular describing this new Rex line is obtainable from the above mentioned company.

NON-TILTING PAINT POT

This product is the device of the Industrial Metal Ware Manufacturing Co., of Cincinnati, Ohio. The Jud-way non-tilting paint pot is equipped with one half section compartment, and two section compartments, which the makers point out affords the equivalent of three ordinary paint pots. It is equipped with brush clips to fasten the brushes to the side of the color compartment to which they belong, in order to prevent the

THE LOCK BAIL

brush falling into the paint, or outside of the pot. The locking bail, and the paint pot strainer, are other features of this product. The paint pot strainer is equipped with No. 16 brass wire gauze, being designed to telescope the paint pot to a depth of one inch from the top, through the provision of clips extended over edge of the pot.

HYRATE VOLT CHECKER

The hyrate volt checker has recently been added to the list of electrical equipment manufactured by the Service Station Supply Co., Detroit, Mich. This is a volt meter with a zero centre scale, reading to three volts on either side. It is equipped with two side spikes and a convenient handle. It is pointed out by the makers that having stationary prods and zero center scale, only one hand is necessary to make reading with the Hyrate volt checker, thus leaving the other hand free to record same. Another feature is its ability to promptly find "polarity." This can be readily determined as the needle swings to the negative post.

KRAEUTER BATTERY TOOL

A new plier designed for handling storage battery cells and plates has been placed on the market by Kreauter and Co., of Newark, N. J. This tool bears some resemblance to a webbing or auto fabric plier. The jaws are two inches wide in order to distribute the pressure over a large area, and thus mini-

mize the danger of distorting the walls of the battery cells to be removed. The makers also point out that deep corrugations are cut across the gripping surfaces to prevent slipping. One of the handles is hooked at the end, so that a lifting force may be applied. This plier is made of tempered aluminum bronze forgings.

NEW MANICURE SCISSORS

A new pattern in manicure scissors has been designed by the J. Wiss and Son. Co., of Newark, N. J. This product is described as a strong manicure scissors, with full nickel plated curved blades, with jointless pattern. The makers point out that the elimination of the usual joint, makes it possible to use extra large watch screws of hardened steel, which prevent the blades from working loose. The manufacturers also state that this patent was developed especially for professional manicurists. The curved points are extra sharp. The full length is 3¾ inches.

RADIO PLIER PANEL

An attractive wooden panel board, on which are mounted an assortment of pliers especially selected for radio work, has been placed on the market by Kraeuter and Co., Newark, N. J. The manufacturers state that these panels were produced to meet a demand for

pliers suitably designed for the special requirements of radio enthusiasts.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THE CURRENT developments in the hardware markets again attract specific attention and once more emphasize the importance of careful consideration to primary elements in both production and distribution as affecting prevailing quotations. Advanced price levels appear this week on bar iron, copper and brass rods, cut nails, pig iron, ingot spelter, tin and lead. Declines are recorded on buck saws and extra blades, Buffalo wagons and sleds, the Banner line of ash sifters, the Hudson make of apple parers, and split rivets. Other developments of importance are the anticipated downward revision in prices on roofings and building papers, the recognition of uniform discount levels on window glass, and the probable effect of the continued coal strike and rail transportation difficulties on the steel industry.

The announcement from certain large American steel producers that they will be forced to close down unless a settlement in the coal strike is reached in the immediate future comprises one of the primary elements in the steel trade. The upward climb of prices is expected to continue as a result of these conditions. It is noted that in addition to the shortage of coal, there has developed a scarcity of cars at mill centres as a consequence of the railroad labor troubles. Domestic producers state that they are not yet seriously affected, but are admittedly watching the situation with marked interest owing to the question of deliveries. The coal shortage is also stated to be affecting some domestic manufacturing concerns whose stocks of fuel have been depleted through delayed shipments and also on account of capacity operation.

Ingot metals have developed a stronger tone, with spelter, lead and tin featuring the upward movement, each having recorded slight price advances. The surplus stocks of non-ferrous metals have now generally been taken care of and a little better demand on both primary and domestic markets has resulted.

Galvanized sheets are still reported scarce, delayed deliveries and higher prices being considered possible if the current trend remains. A firm situation is evident in soil pipe and fittings, owing to rising production costs coupled with steady seasonal trade. An open market is now prevailing on heavy corrugated sheets, quotations on 24 gauge and heavier sizes being made according to specifications and delivery, as was the case earlier in the season. While the strength of the sheet market and the higher prices on flat galvanized served to firm up the corrugated market, the falling off in trade combined with keen competition, are cited as the causes for the resumption of former conditions.

The fact that U.S. rail difficulties have already delayed shipments of turpentine from southern producing centres, has produced an unsettled feeling on domestic markets regarding the trend of future prices owing to scarcity. Present stocks are described as low and with the continued tie-up in the railroad service from Savannah and other points, the difficulties attending delivery of fresh supplies are liable to increase to the point where domestic holdings will be at a premium.

Montreal Markets

MONTREAL, July 27.—Price revisions again feature the current hardware markets, an advance in quotations on cut nails being one of the outstanding changes. These are now quoted twenty-five cents per keg higher. Another important revision is announced on bar iron and steel, the second price advance in the last three weeks now being given. This again reflects the firm trend in the steel industry, which is further strengthened by reports from mills to the south that unless a settlement is reached almost at once many producers will be forced to close down. This tendency is also reflected in the sheet markets, galvanized sheets in particular continuing in a strong position. Local stocks of this product are still at a low level, dealers awaiting shipments from the English market. Reduced prices are given on both buck saws and extra blades. Price-shading on wire nails continues quite common. Ingot metals are again reported firmer, this improvement causing a stronger tendency in lead and zinc products.

CUT NAILS ARE ADVANCED 25 CENTS PER KEG

Montreal.

Quotations on cut nails are increased twenty-five cents per 100 lbs., and are now quoted at $4.65 base.

EASIER PRICES ON BUCK SAWS AND EXTRA BLADES

Montreal.

A reduction of approximately 20 per cent. is made in quotations on both wood buck saws and extra blades.

ANOTHER TEN CENT RISE IN STEEL PRICES

Montreal.

Current quotations on the various grades of bar iron and steel are further advanced ten cents per hundred pounds this week. This revision marks the second increase in prices in the past three weeks, and reflects the steady upward trend in the steel industry. There is still a variation in quotations among local distributors but with the stronger tone continuing it is expected that price levels will reach a more uniform basis within the near future.

More recent developments in the steel industry relative to the coal strike, such as the announcement from some of the largest American corporations that unless a settlement in the strike is reached within the very near future they will be forced to close, now attracts attention. In discussing the situation with local distributors it is pointed out that a much firmer tone will likely continue and if production is curtailed in Southern steel plants it is only a question of time until

this is reflected locally. Domestic producers are now watching developments with interest.

Following are average prevailing quotations:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

NO IMPROVEMENT IN WIRE NAIL SITUATION

Montreal.

There has been little improvement in the local market for wire nails during the past week and keen competition is still evident, with prices very unsettled. One local jobber stated to Hardware and Metal that at the present time there is no price on wire nails, each day during the past week bringing out a new lower quotation. The base price of $3.65 is given, and apparently this quotation is more general than any other. The undertone of the market remains firm and is further strengthened by reports of the coal strike reaching serious proportions in the near future. Another indication of the strong tone in products of this nature is the advance of twenty-five cents per keg on cut nails this week. Although there is no present indication of a price settlement, some action is expected in the hope of stabilizing the market in the near future.

PIPE FITTINGS RECORD VERY LITTLE CHANGE

Montreal.

Demand for pipe fittings continues in fair proportions, trade showing a slight improvement in the past few weeks. Quotations on the different lines are unchanged and the market is described as steady at the following quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersunk	30%
Bushings cast	32%
Do., malleable	32%
Unions	47%
Flanged unions	30%
Flanged fittings	30%
Dart unions, black,	33-1/3%
Dart unions, galvanized	13%
Nipples, ⅛ to 4", close and short	60%
Do., long	65%
Do., 4½ to 8", close and short	50%
Do., long	55%
Couplings, 4" and under	30%
Do., 4½" and larger	10%

MALLEABLE FITTINGS—

Piece list effective June 1st, 1922. Discount 70-5 per cent.

NO CHANGE RECORDED ON COMPRESSION GOODS

Montreal.

With the undertone of the market for the various lines of brass valves and bibbs remaining quite firm, there is no change made in prevailing prices. Manufacturers of these goods state that although higher price levels were thought likely owing to recent increases in costs of raw metal, it was decided to maintain present quotations for the immediate future at least. There is still a fair amount of business owing to activities in building circles, and following are present discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N. P. "P" and "S" traps	40%

Roofing and Building Papers May Be Reduced

Raw Material Costs Remain on a Fairly Steady Basis—Reduction in Prices Considered Probable in Near Future According to Manufacturer—Increased Efficiency of Labor and Higher Production Have Assisted in Lowering Costs

A REDUCTION in prices of various lines of roofing and building papers seems altogether likely in the near future. Although information given by different manufacturers to Hardware and Metal with regard to the probable trend of these products was of a rather conflicting nature, especially on the question of present cost of production in comparison with that of December last when the last revision was made, it is understood that present prices will come in for discussion at an early date, and much the same action taken as that of December is expected by one large manufacturer. It is generally claimed that raw materials have shown very little recession in prices since the beginning of the year and for this reason another producer stated that although roofing prices are usually taken into consideration after the active months of spring and early summer, there was little room for a lowering in quotations at the present time. However, it is pointed out that the cost of producing has fallen owing to the increased efficiency of labor, thus allowing higher production which has been required in past months of this year. Trade during this time has increased and manufacturers have been able to show an increasing profit on their lines. A reduction in prices now would be warranted more because of this factor than any other.

It will be remembered at the close of last year the manufacturers stated that in making a reduction in many of their lines it was hoped that the new prices would bring about a stabilized condition for some months hence. The reduced quotations allowed little or no margin of profit at the time but manufacturers had anticipated the probable trend of their cost of producing for the months following and had named price levels which would leave only a reasonable profit if lower raw material prices ruled.

A price reduction at this time, in the opinion of this manufacturer, would again allow dealers to work on a stabilized market for their fall trade, and not be hindered by an uncertain situation which is neither beneficial to manufacturers nor to merchants.

He felt that they both had gained by the action taken at the close of last year and there was no reason why this condition should not again prevail for this fall's business.

SOMEWHAT BETTER TRADE IN RANGE BOILERS

Montreal.

Business in range boilers has recorded a slight improvement in recent weeks and present trade is said to be quite seasonable. Building operations are demanding supplies of this product and sales are expected to continue in fair volume during the remainder of the summer and early fall. Owing to the continued firmer tone in galvanized sheets there was a feeling among the local trade that galvanized products in general would perhaps stiffen in price. A local manufacturer stated that while undoubtedly the undertone of the market was strengthened by the trend of flat sheets, there was no direct indication that prices would show a revision. Following are list prices and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
13 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent. Extra heavy, 40 per cent.

ENGLISH MARKET GOVERNS LOCAL SHEET SITUATION

Montreal.

Galvanized sheets are still the outstanding factor in the sheet markets, and while quotations remain at recently revised levels, the undertone of the market is still very firm. This tendency is

further strengthened by the more serious effect the coal strike is likely to have on the steel industry in general. Distributors point out, however, that although the American markets will in all probability firm up considerably in the following weeks, this centre will have the English market to look to and the future price trend will depend largely on the situation overseas. With regard to a more serious shortage on sheets if the coal strike continues, one local distributor stated that he did not think this would reach the acute stage in this locality owing to comparatively easy access to the English market. The undertone in the market for tin plate and Canada plate is steady, but there is the absence of the strength evident in galvanized sheets. Earlier fall bookings on the latter product are expected to commence early next month. Prevailing prices are as follows:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 50
26 gauge	6 75	7 25
24 gauge	6 15	6 65
22 gauge	5 80	6 30
18—20 gauge	5 10	5 60
Other Brands—		
10¾ oz.	6 75	7 25
28 U. S. gauge	6 35	6 85
26 U. S. gauge	6 05	6 55
24 gauge	5 90	6 40
22 gauge	5 90	6 40
18—20 gauge	5 75	6 25
16 gauge	5 60	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 00
20 x 28 IC, 112s	13 50
20 x 28 IX, 112s	15 50
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

SOIL PIPE QUOTATIONS FIRM BUT UNCHANGED

Montreal.

Quotations on both soil pipe and fittings remain unchanged with current trade described as quite satisfactory for this season of the year. There has been an improvement in the movement of these products since building commenced in the early summer months and this is being well maintained up to the present. Dealing with the firming tendency in iron and steel products generally owing to the continuation of the coal strike, a local manufacturer stated that up to the present the effect of this had only been sufficient to bring the market on a firm basis, but if a settlement was not soon in sight it would undoubtedly have a more direct bearing on both of these products. Following are unchanged discounts:

SOIL PIPE—	
2 and 3 inch	10%
4 inch	45%
5 and 6 inch	40%
8 inch	20%
Fittings—	
2 and 6 inch	50%
8 inch	20%

FIRMER TENDENCY IN TROUGH AND PIPE

Montreal.

There is still a good amount of activity among manufacturers and distributors of eavestrough and conductor pipe, and if the present movement continues during the remainder of the summer a record season is promised. With the stronger tone in galvanized sheets, and the present shortage on the local market, manufacturers of these products describe the market as decidedly firmer, which tendency is further augmented by prevailing business. List prices and discounts are as follows:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in,, $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70|10 per cent.

Conductor Pipe, Round, Plain and Corrugated, per 100 ft.; 2 in.. $18.40; 3 in., $22.30; 4 in. $29.60; 5 in., $40.00; 6 in. $49.00.

Discount 70|10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.
2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in, $29.00.

Discount 60 per cent.

METAL MARKETS REFLECT ON LEAD PRODUCTS

Montreal

Practically all metals on primary markets are recorded with a stronger tendency, and further advances in prices are given on some lines. This firmer tone continues to reflect on lead and zinc products, the trend of spelter being of particular interest at the present time. Quotations on the finished products are unchanged, but if the strength continues in primary circles, further advances in the near future would not be surprising. A fair volume of business for this season is reported at the following quotations:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10
Lead sheets, 2½ lbs. sq. ft., lb.	0 10
Do., 4 to 8 lbs. sq. ft. lb.	0 09
Cut sheets ¼c. lb. extra, and cut sheets to size. ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

IMPROVEMENT NOTED IN CORRUGATED SHEETS

Montreal.

The continued stronger tendency in the market for flat galvanized sheets and the shortage of stocks on the local market have already improved the situation on corrugated sheets. An unsettled feeling has recently been apparent notwithstanding the undertone has been firm. Price-shading has been quite common, especially on the lighter gauges. Manufacturers and distributors now report an improvement and with a firmer tone continuing prices should reach a uniform level with even higher prices probable.

REPORTED UNEASINESS IN CRUDE OIL MARKET

Montreal.

Recent reports on the crude oil situation in the United States refer to an unsettled feeling among producers because of certain companies quoting below present market values. During the past two weeks an easier tendency has crept into the market and it is stated that more oil was being offered to refineries than the latter required. This condition is the reverse of that existing previously when refineries were report- to have paid premiums because of scarcity. In speaking with local refiners on the question little information could be gained, although it was admitted that crude oil is now on a little easier trend. Quotations on the various lines of oils and greases remain unchanged and gasoline prices continue at recent revision.

STRONG UNDERTONE IN WROUGHT PIPING

Montreal.

Wrought iron and steel piping prices are unchanged with the market still in a strong position. Manufacturers of this product state that they are watching recent developments in the steel industry generally, realizing that a continued stiffening tendency is altogether probable considering the more serious effect the coal strike is bound to reflect if a settlement is not reached. It is pointed out that the American pipe market is also very firm with mills behind in deliveries, but up to the present there is no definite indication that a revision in prices will be made.

STRENGTH STILL EVIDENT IN INGOT METALS

Montreal.

The firmer tone evident in the ingot metal markets during the past few weeks is again well maintained, tin copper and spelter showing a fair amount of strength at the present time. Tin continues to advance on the London market although present quotations are higher than at any time since early in the year. Copper is quiet both on domestic and other markets but the undertone is steady to firm. Spelter, which was the strongest metal on the list one week ago, continues on its upward climb and is now quoted at over six cents, East St. Louis. It is stated that this metal is now affected by the prolonged coal strike, although otherwise the market appears to be in a healthy position.

Toronto Markets

TORONTO, July 27.—The upward trend to hardware prices is still in evidence, many revisions of this nature being recorded this week. Copper and brass rods are again increased in price, while owing to the rise in pig iron of $2.00 per ton, a further corresponding increase of ten cents per 100 lbs. is considered imminent on bar product quotations. Ingot metals are also developing a firmer trend, spelter, lead and tin all registering varying gains in price. These developments are countered on the other hand by changes of a downward nature, Buffalo wagons and sleds being revised on the larger sizes, while wood buck saws and extra blades are lowered approximately twenty per cent. Declines in quotations on roofings and building papers are reporting pending, while prices on heavy corrugated sheets are again more or less nominal, an open market prevailing on 24 gauge and heavier, quotations being made according to specifications and delivery as was the case earlier in the season. Galvanized sheets remain an outstanding factor in the steel market, the upward trend being still further strengthened by the more serious effect the coal strike and rail transportation difficulties in the States are having upon the industry in general and deliveries in particular.

MAY BE DECLINES IN QUOTATIONS ON ROOFINGS

Toronto.

That there is considered to be strong possibilities of lower prices on roofings and sheathings in the near future, was the viewpoint expressed to Hardware and Metal by a local distributor of these products. Although no announcements have been made by manufacturers of roofings since the prevailing levels were put into effect some eight months ago, yet the trend towards easier price levels on such lines is described as being generally looked for in distribution circles. Any changes that may develop in prices on papers, however, are not expected to be of a marked extent, as it is generally considered that quotations on these products represent levels in comparison with prevailing production costs. That roofing prices may be subject to early declines, however, is more or less looked for, as outlined above.

GALVANIZED SHEETS NOW REPORTED SCARCE

Toronto.

The situation in galvanized sheets is reported as attracting more attention each successive week, supplies becoming scarcer owing to the delayed deliveries coupled with the current rate of demand. The effect of the railroad and coalminers strikes in the south as regards reducing the volume of steel production, is becoming more pronounced. Consumers generally are, therefore, more concerned over delivery, than prospects for future conditions. The situation has admittedly grown more serious as affecting the steel industry in general, and in certain quarters sheet prices have been withdrawn and a higher sheet market is predicted in southern centres.

Domestic producers of galvanized sheets are planning for increased capacity, it being generally recognized that limited production of the domestic article has resulted more or less in a greater call for the imported product. Plant operations to the full extent have been recorded since March, and commencing in August, a fifty per cent. increase in output is expected.

Local quotations remain firm at the following levels:

BLUE ANNEALED SHEETS—	
10 gauge, base	4 00
12 gauge	4 05
13 gauge	4 10
BLACK SHEETS—	
18-20 gauge	4 80
16 gauge	4 15
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	**Queen's Hd.**	**Fleur-de-lis**
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6 35
22 gauge	6 05	5 90
18 and 20 gauge	5 85	5 75
	Premier	**and Apollo**
10¾ oz.	6 40	7 10
U. S. 28 base	6 00	6 65
U. S. 26 base	5 70	6 35
22 and 24	5 55	6 20
18 and 20	5 40	6 05
16	5 25	5 90
12 and 14	5 10	5 75

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

PLATES, CANADA—	
Ordinary, 52 sheets	4 75
Do. 60 sheets	4 85
Blued and oiled, boxes, 52's	5 00
Do., Do., 60's	5 10
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	16 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	11 50

COAL SUPPLIES PIVOT OF STEEL MARKETS

Toronto.

Local prices on bar iron and steel are generally remaining at the $3.15 base recently adopted, and all eyes are naturally turned to the coal situation as the pivot of future developments in the steel industry. During the present week, the local bar product market has been somewhat quieter, but fair conditions prevail. One distributor stated that the whole thing rests on the coal supply as with the apparent difficulties of coal shipments materializing during the ensuing weeks, the market may fall dead if no remedy is found. However, a hopeful outlook is being maintained in local warehouse circles, importations of coal from Britain being considered as a leading factor in the situation.

With the steel market quiet, and likely to stay quiet, according to precedents, during August, the chief interest is as to the market for the late months of the year. Among sellers, predictions are made freely that buying will be resumed after the vacation period. Among buyers, hopes appear strong that conditions will continue good, but no certainty is expressed. In many quarters a note of warning has been sounded, that market activity will depend largely upon prices and may be interfered with if sellers continue to push their recently acquired advantage over buyers. Some of the references are in rather strong language, a possible "buyers' panic" being mentioned, the idea being that if this should develop there would be a vigorous effort to liquidate stocks again. These warnings have been making more or less impression on many sellers and in general the market presents a more moderate aspect. Basis prices are very firmly maintained but on the whole there is less disposition to quote extra prices.

IRON AND STEEL—	
Mild steel bars, base	3 15
Mild steel bands 3-16 in. base	3 65
Bar iron, base	3 15
Angle iron, base	3 25
Horseshoe iron	3 75
Tire steel	3 35
Spring steel	8 00
Sleigh shoe steel	3 15
Hoop steel	4 00
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

COPPER AND BRASS RODS AGAIN ADVANCED

Toronto.

Prices on copper and brass sheets have again undergone some revision, the higher prices announced last week being still further advanced in the case of copper and brass tubing, but declining one cent per lb. on copper sheets. These further changes have been announced by manufacturers and distributors who state that in adjusting their cost basis, the current revisions are being passed along, according to the prevailing tendency. Market tone is described as fairly strong, with the call for these products moderately satisfactory for this season. Current quotations follow:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 20
COPPER—	
Rods, base, per lb.	0 28
Soft Sheets, plain, 16 oz. and heavier,	
Do., plain tinned 16 oz. and heavier,	
Do., polished and tinned, 16 oz. and per lb.	0 29
per lb.	0 36
heavier, lb.	0 41
Tubing	0 32

BIG INCREASE IN GASOLINE CONSUMPTION

Toronto.

Gasoline and oil quotations remain unchanged this week, the higher levels recently announced still being in effect. That production of gasoline has been of record volume has been the general impression throughout the trade, based upon refinery records, and this in turn has given rise to the thought that quotations would remain on comparatively unchanged levels. The recent upward revisions, however, indicate that such reserve supplies of gasoline are being rapidly depleted by the increasing consumption of the product and new records in this respect are considered likely to be established this season. The large increase in the number of automobiles used in Canada for both pleasure and business purposes, has been substantiated by the spread of the touring habit at this time of the year, with its consequent heavier call for "gas" and opportunities for accessory trade.

NOMINAL PRICES ON HEAVY CORRUGATED

Toronto.

Unsettlement in corrugated sheet price levels is reported from various market quarters, the shading of nominal quotations on the heavier gauges having again appeared. This condition prevailed during the early part of the season, but owing to the strength in the flat sheet markets and the higher prices on same, the general tone of corrugated naturally improved and steady prices have been in effect. Now that the call for corrugated sheets however, is slackening, keen competition has resulted in shading being reported in certain quarters. On the 24 gauge and heavier, an open market prevails, no prices being regularly quoted. The situation is firm on the lighter gauges, however, these being generally scarce with purchasing on a hand-to-mouth basis. Following is the prevailing nominal list:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 26 U. S. gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

BUCK SAW QUOTATIONS TWENTY PER CENT LOWER

Toronto.

A reduction of approximately twenty per cent. has been made in quotations covering wood buck saws and extra blades. The Prince Rupert line, are now priced at $16.65 per dozen, and the Happy Medium at $12.30. Arrow Head are also quoted at $16.65 per dozen, and it is stated that corresponding changes have been made in lines by other manufacturers.

Advance in Base Quotation on Cut Nails

Price Now $4.60 Base, an Increase of Twenty-Five Cents Per Keg—Rising Costs of Steel Products, Combined With Heavy Call for Nails Due to Building Activities Among Reasons for Upward Climb in Price

An advance of twenty-five cents per keg has been announced in prices on cut nails, the base price now being $4.60 f.o.b. Montreal. This change in an upward direction was more or less expected by the trade, the stronger tendency in these markets having been pointed out in recent issues of Hardware and Metal. The new level is effective from July 21.

Business in nails, both cut and wire, is maintaining a steady volume, the marked activity in construction circles having its natural effect in the seasonal movement of nails and other building products. A remarkable gain in strength together with firmer prices, however, has been the result of increased demand for finished steel products during recent weeks, a condition which has been accentuated by the complex situation in the steel industry due to the southern coal and rail strikes.

Manufacturers and distributors of cut nails state that the rising production costs force the higher price levels. In making the new quotations effective, due consideration has also been given to the trend of southern primary markets, where the boom in dwelling house construction has created an unusually heavy call for nails. Domestic prices on wire nails remain unchanged at $3.65 base.

FURTHER RISE IN BAR IRON PRICE EXPECTED

Another ten cent advance per 100 lbs. on bar products is reported as imminent, due to the further rise of pig iron prices this week. This advance of $2.00 per ton brings the local pig iron price to $32.65, and reflects the stiffening of costs throughout the steel industry on this continent, due to the combination of coal strike and transportation tie-up in American markets, in conjunction with seasonal demand at production centres. The present local base price on bar iron is $3.15, and should the additional advance made by producers be passed on by the jobbers, it would bring the average level to $3.25.

LARGER SIZE WAGONS SHOW PRICE DECLINE

Toronto.

The Canadian Buffalo Sled Co., line of wagons and sleds have been revised, a reduction of around ten per cent. having been noted in some of the larger sizes. It is stated that this downward revision does not affect the smaller models. The disc and spoke wheel types are now selling at similar levels.

INGOT METALS NOW DEVELOP STRONGER TONE

Toronto.

The ingot metal markets have generally developed a stronger tone, the surplus stocks of non-ferrous metals having been taken care of, and a little better demand consequently resulting. Spelter has again advanced in price, the local level having reached $7.75. Lead is also steadier and a little firmer at $7.25 while tin has been fluctuating with the net result being a slight increase to 36 cents.

COPPER.—Copper is again generally quiet. Consumers remain conservative in their commitments and requirements for the next few weeks are reported well covered. Reports from southern markets indicate that the future outlook is clouded by the traffic congestion, and the shortage of fuel following the coal miners' strike. It is pointed out that no lasting improvement in fundamental conditions can be expected until the transportation and coal elements are settled. Producers claim that the statistical position of copper remains strong and prices are being fairly well maintained. Local levels are unchanged at 17 cents.

TIN.—This metal has been fluctuating more or less, but the net result is an upward trend to prices on primary centres. Trading is however, dull, and the local market shows very little activity, but in spite of this quotations have advanced to the level of 36 cents.

LEAD.—This market is again reported steadier. Following the slackness in demand recently recorded, it was felt in some quarters that easier prices would prevail, but quotations have generally been maintained both on primary and domestic markets. Current business is described as satisfactory. Local price levels remain firm at $7.25.

SPELTER.—The upward trend of spelter continues and the general disposition of many sellers is now to withhold offerings in expectation of higher levels being reached. A brisk call for zinc in galvanizing purposes has been recorded. As the rise in spelter has been more or less rapid, however, reports from primary centres indicate it is reasonable to expect a little slackening. Local quotations have firmed up to the $7.75 level.

ANTIMONY.—This market continues to be ruled by fluctuations owing to the general demand remaining quiet. Prices show very little change and there is no variation noted in the outlook. The local price hovers between 6 and 7 cents.

Steel Production Now Threatened By Strike

Reports From United States Steel Centres State That Many Steel Plants Will Be Forced to Close Unless the Coal Strike is Settled Within the Very Near Future

THE prolonged coal strike in the United States combined with car shortage and transportation difficulties, will, according to latest reports from American steel centres, have a more serious effect on the steel industry within the next few weeks, and unless some settlement is reached almost at once many steel plants will be forced to close down. At the present time operations among some of the steel plants have fallen off, and the continuation of this condition, which is bound to follow, is now causing grave concern at certain corporation headquarters. Officials of one of the largest corporations stated that they had banked fires and discontinued production at two of their largest furnaces this week. This is very serious.

Up to the present the effect of the coal strike on the steel industry has been great, but not of a serious nature. It has been sufficient to cause a continuous gradual stiffening of prices, but has not injured production to any great extent. Stocks of coal on hand have been gradually dwindling and certain mills have been recently using other fuel where possible. With a serious turn in the situation now apparent, steel prices will be watched with interest in the following weeks. Just how soon domestic prices will be affected is considered problematic, but the trend of the steel market in general is undoubtedly on a much firmer basis than formerly.

London Markets

LONDON, July 27.—Hardware business in this district continues seasonably good. Orders are numerous and fairly heavy. Stocks are low and the carry over to next summer season will be light.

Price changes are light this week. They include a twenty per cent. reduction for buck saws, and new lower prices on Banner ash sifters for the coming season. Prices are very firm for most lines.

BUCK SAW PRICES TWENTY PER CENT. LOWER

London, Ont.

A twenty per cent. reduction has been announced in quotations on buck saws for the coming season. Following are the revised levels:

BUCK SAWS—	Per Doz.
Happy Medium	$12 30
Prince Rupert	16 65
Arrow Head	16 65

REDUCED QUOTATIONS ON BANNER ASH SIFTERS

London, Ont.

New lower prices for Fall delivery are now quoted on the Banner line of ash sifters. The No. 2 size is priced at $2.65 each, while the No. 3, is now $1.95.

APPLE PARERS ALSO AT EASIER PRICE LEVELS

London, Ont.

Prices on the Hudson make of apple parers are lower this season, the new prices being $14.85 per dozen.

CUT NAILS ADVANCED TWENTY-FIVE CENTS KEG

London, Ont.

An advance of 25 cents per keg is now in effect on cut nails. This change brings the prevailing quotation to $4.60 base. Current trade in nails, both cut and wire, is reported good. New levels follow:

NAILS—	
Wire, base	3 65
Cut, base	4 60

SPLIT RIVET PRICES NOW REGISTER DECLINE

London, Ont.

Quotations on split rivets have also been reduced this week. The new price levels on the No. 9 assorted is $1.05 per dozen packages.

BRISK TRADE RECORDED IN CUTLERY PRODUCTS

London, Ont.

Recent price revisions to lower levels on pocket cutlery lines, scissors, table cutlery and carvers, are credited with having stimulated current sales in these goods.

CALL FOR TURPENTINE NOW LESS URGENT

London, Ont.

The range in local prices on turpentine remains one of the chief factors in this market. Current consuming demand has fallen off somewhat during the last couple of weeks, this tendency undoubtedly being due to the high price levels which the product generally attained.

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

SPRAYERS SELLING WELL

London, Ont.

A seasonable demand for sprayers is apparent at following prices for Eureka Planter sprayers:—Tin No. 112, $5.50 each, Glass jar, No. 113, $8.00 each, Glass jar, No. 114, $9.00 each; Continuous tin No. 115, $10.00 each; Continuous galvanized, No. 116, $10.50 each; Compressed Air, Galvanized, No. 110, $7.00 each; Compressed Air, brass, No. 111, $10.00 each.

SEASONAL CALL NOTED FOR LINSEED OIL

London, Ont.

A good seasonal demand is reported for linseed oil, with prices locally unchanged at the following levels:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

CROQUET SETS AMONG SEASON'S POPULAR LINES

London, Ont.

Dealers report that croquet sets are proving popular sellers this season. Following are the prevailing prices on this line.

CROQUET SETS

No. 6-4 ball, $2.15 set; No. 7-4 ball, $2.75 set; No. 5x-8 ball, $5.50 set; No. xA-8 ball, $3.75 set.

EXCELLENT SALE FOR AUTO TIRES AND TUBES

London, Ont.

An excellent sale is noted this season for automobile tires and tubes. Recent lower prices are reported to have stimulated trade in these lines.

Winnipeg Markets

WINNIPEG.—New price lists on wood screws constitute one of the premier changes in the current hardware market. Increases on cotton twine have also been recorded. Several lines of household aluminum ware are showing a slight reduction. Cow bells and buck saws show lower quotations. The tone of the linseed oil market continues firm due to the continued strength in flax seed. Turpentine is ruling firm with no change in local prices.

LINSEED OIL PRICES ON STEADY BASIS

Winnipeg.

The undertone of the linseed oil market continues firm, reflecting the continued strength in flax seed. Consumption of linseed oil is heavy as the painting season is now at its height but requirements are well taken care of. Boiled linseed oil is quoted at $1.28 per gallon in barrel lots with raws at $1.25.

RUBBER LAWN HOSE NOW SELLING FREELY

Winnipeg.

A good volume of sales is reported for rubber lawn hose and these products are experiencing a seasonable movement at unchanged prices.

GOOD MOVEMENT NOTED IN LOADED SHELLS

Winnipeg.

Due to the heavy rains this year re-

ports are arriving from the country districts to this effect that sloughs are full of ducks and as many merchants are looking forward to the hunting season, the demand for loaded shells has shown a decided improvement.

TURPENTINE REMAINS FIRM ON PRIMARY MARKETS

Winnipeg.

Turpentine on primary markets continues firm, and it is reported that buyers are purchasing in small quantities to meet their necessary requirements. Quotations on turpentine are $1.85 per gallon.

FIELD HOES AND HAYFORKS NOW ACTIVE

Winnipeg.

Field hose, hay forks and other lines are experiencing a good seasonable demand. Quotations remain unchanged.

COTTON TWINE PRICES SHOW AN ADVANCE

Winnipeg.

Cotton wrapping-twine has advanced five per cent. and new prices are as follows:

3 ply in balls, per lb.	0 54
4 ply in balls, per lb.	0 57½
3 ply in cones, per lb.	0 50
4 ply in cones, per lb.	0 54

NEW PRICE LIST ON WOOD SCREWS

Winnipeg.

New price lists on wood screws, both bright and brass have been issued by the manufacturers. The trade discounts are the same with increases on the smaller sizes and in many cases larger sizes showing reduction.

LOWER QUOTATIONS ON COW BELLS

Winnipeg.

Lower quotations have been announced on Holstein cowbells, and wholesalers are now revising their prices on same.

ALUMINUM WARE GOODS SHOW LOWER PRICES

Winnipeg.

Wholesalers announce that slight downward revisions in prices are now effective on household lines of aluminumware. The reduction varies from five to ten per cent. on the various lines.

BUCK SAWS AND PARTS SHOW BIG DECLINE

Winnipeg.

A discount of 20 per cent. has been announced on buck saws and buck saw parts. Hack saws and blades show a reduction of 10 per cent.

STOCKS OF PARIS GREEN AT LOW LEVELS

Winnipeg.

Owing to the heavy demand this year for Paris green spot stocks are reported scarce.

PARIS GREEN—

½-lb. per lb.	44½
1 lb. per lb.	42½
25 lb. drums, per lb.	40½

Hamilton Markets

HAMILTON, July 27.—Brisk trading in summer goods, together with many bookings for early Fall goods coming to hand, are constructive features in the current hardware markets. Although many wholesalers are carrying on with depleted staffs, owing to vacation period being at hand, there is not so much talk of the summer dullness this year which has characterized trade circles in past seasons. Business is admittedly of a lesser volume than a few weeks ago, but the prevailing ratio is described as very satisfactory in many quarters. Certain retailers report that trade is dull, while other have stimulated conditions by special sales, taking advantage of the vacation period to push seasonable goods, and other preparations for renewed activity in the Fall months.

After considerable speculation as to what further changes might be made in paint prices, it is now evident that manufacturers have decided to forego their alleged intention to further advance prices and absorb the Sales Tax. There is an active sale for seasonal hardware such as vacuum bottles, harvest tools, glass ovenware, screen wire cloth, sprayers, Paris green, etc., stocks of the latter now being rather low, due to the great number of insects prevalent on crops this year.

Cordage manufacturers state that a fair season has been in evidence during the past months, and while there was room for further improvement, sales were ahead of last year. Now that the season is drawing to a close it was considered the most opportune time to adjust prices, stocks in the hands of both jobbing houses and retail merchants being usually at a low level after the busy months of spring and early summer.

It is noted that domestic producers of galvanized sheets are extending their capacity and planning to increase production by fifty per cent. With the additional equipment in operation, it is reported that ninety tons of galvanized sheets per day will be the total output. The outlook in sheet prospects is described as very good, as it is reported that the current demand has been far in excess of domestic production, thus resulting in a heavier call for the imported products. The active business at present noted in galvanized is attributed to the fact that prices dropped considerably from the war-time levels, combined with the fact that the market is also reflecting the present strength of the steel industry in general. As a result of these conditions, the old-time demand for galvanized sheets has been evident in many quarters, and lower transportation costs together with increased consuming interest should place the volume of future business on a more satisfactory plane.

Pittsburg Markets

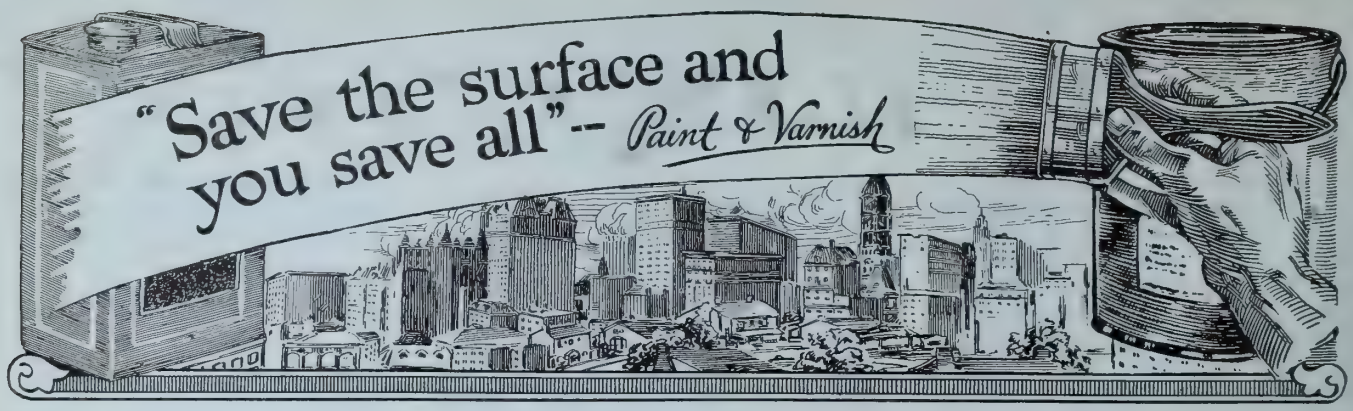
PITTSBURG, July 27.—The transportation situation has caused a material drop in pig iron and steel production, as foreshadowed in this report of a week ago. About the middle of June congestion reached considerable proportions on the railroads serving coal fields in West Virginia and Kentucky, on which the steel industry has been depending much more than usual, on account of the strike at the union coal mines, and various non-union strikes, including those in the Connellsville region.

The general strike of railroad shopmen which started July 1 tied up the movement of southern coal almost completely, as to its coming north across the Ohio river, and slowed down various other roads, even including at least one that taps the Connellsville region. Of course, the coal strike is important, in making the iron and steel industry short of coal, but to get the perspective one must remember the coal strike started April 1 and the shopmen's strike July 1, so that the coal strike is between three and four months old while the shopmen's strike is between three and four weeks old

The later is the more important factor. The iron and steel industry got along fairly well the first three months of the coal strike, increasing its production, as in both May and June production of steel ingots was at a rate of about 36 1/2 million tons a year, while the rate at the end of March was about 35 million tons a year and the rate last December had been only 20 million tons.

Furnaces Blown or Banked

The Republic Iron & Steel Company had been operating three blast furnaces at Youngstown, and has had to bank two of these in the past week. It had started its Bessemer steel making department July 5, after an idleness since last September, and has had to close it. The open-hearth department continues as formerly. La Belle Iron Works has blown out the one furnace it was operating, and Trumbull-Cliffs at Warren, O., serving the Trumbull Steel Company, Cleveland, has banked a furnace. The McKinney Steel Company, Cleveland, has banked a furnace. Practically all of this is due to curtailment of supplies of coal at by-product plants that had been using Kentucky and West Virginia coal largely if not wholly. The by-product plants at Buffalo have been getting short of coal. Some of the furnaces in that district are running with slack draft and it is probably only a matter of days until some of them will have to bank or blow out. Cherry valley, a merchant furnace at Leetonia, O., (Mahoning valley) went out a few days ago.



Arranging a Midsummer Sale of Paint

While the Family is on Vacation is a Good Time to Have Both Exterior and Interior Painting and Varnishing Done—Auto Painting Offers Opportunities—Conference With Salesmen to Imbue Them With Stimulating Ideas—Preparing for Fall

IN THE HOT weather months of midsummer some merchants are apt to think their customers are lethargic, particularly as regards such a matter as painting. If this is really the case the merchant adopting the same attitude will not help matters any. On the other hand the merchant who keeps constantly after business and shows that he does not regard the midsummer months as an off season will do much to guide many others along the same line of thought and the result will be to keep business active in the hot weather.

As particularly applied to paint there are wonderful possibilities involved in summer painting, and many factors which make startling appeals to the imagination. A hardwareman recently seen by Hardware and Metal who has some unique ideas in planning sales stimulation in the paint department in the midsummer months is responsible for the ideas outlined herewith.

The hardwareman who will begin each day this summer by saying to himself "I will make to-day my best day" and bend all energies toward making good, will find at the end of the day that his cash register shows an increase over the corresponding day last year. Even though he does not reach the goal set in his early morning resolution, he will have done much to keep up the standard of his 1922 sales activities to the point where he can confidently say he has done his bit toward achieving the trade's objective this year.

Profits From Sales

Men in all lines of business are interested in profits, for profits are the very life blood of their commercial activities. Profits can come only from sales, and if a man is to keep up his profits during the summer, he must keep up his sales. To do that he must be as active as he is in other seasons of the year. If weather conditions tend to hinder him, he must call upon his surplus energy and throw them into the front line trenches of his defense against the attacks of the "Summer Slump" bugaboo and his cohorts.

In no business or trade should the "Summer Slump" bugaboo be more completely overpowered than in the paint and varnish business, for there are any number of painting jobs and consequent paint sales that are open to the aggressive painter or dealer at this season of the year.

Paint While the Family's Away

A good share of the prospective paint purchasers in the summer time are householders. While the folks are away on their vacation trip, "dad" will doubtless take advantage of their absence to touch up the porch furniture, have the kitchen floor revarnished, the bathroom enameled, or have the painter put a "tiffany" finish on the walls of the downstairs rooms and hallways. The kitchen furniture or the breakfast set may also come in for a coat or two of enamel or varnish.

Another contact that should be formed with the buying public is through the painting of automobiles. This painting job has been taken out of the seasonal class and is being done in summer in as many cases as in the spring. Every automobile owner has a pride in his car which makes him a prospective buyer of paints if it is pointed out to him that his car is beginning to look shabby and that a coat of paint will make it shine like his neighbor's new one.

Of course, there are still the possibilities of the many painting jobs and paint sales on the public buildings of the community and if the paint man has not already procured this business in his territory, there is still time to get after it and cash in on it during the summer months.

Use Lots of Advertising

In carrying on his summer campaign, the paint man will find it to his advantage to use plenty of newspaper advertising. An attractive series of advertisements pushing only those lines most suitable for summer selling, and if feasible, offering some special inducement to folks who will visit his store, should be laid out in advance, and all other sales activities co-ordinated with the advertising. This co-ordination can best be obtained by getting the same attractive features into window displays—by linking them up with the advertisements and changing them at the same time the advertising copy is changed.

Another point is to organize a special conference with the sales people to imbue them with the same spirit as is conveyed by the advertising and the window displays and to make suggestions as to what lines to push and the possibilities for companion sales particularly applicable to summer selling.

Personal solicitation also has a distinct part to play in making the most of summer sales possibilities, and it is here that the energy expended brings its reward to the paint man in increased sales and increased profits.

In a sentence then, here's the message to dealers who would increase their sales this summer. "Increase your energies, make the most of every sales possibility, and do more advertising and personal soliciting."

Time to Plan for Fall

In addition to his efforts toward making this summer profitable, every painter and every dealer should begin to lay plans for his fall selling activities. The hot months are good months in which to line up fall business, for it really is in

(Continued on Page 52)

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Country's Prosperity Should Help Paint Sales

George Henderson, President Brandram-Henderson, Ltd., in Vancouver, Speaks of Definite Progress Made in Each Province—Good Prospects for Fall Paint Business

VANCOUVER, B.C.—"For the first time in two years one is justified in expressing optimism as to the business outlook," stated George Henderson, of Montreal, president and general manager of the Brandram-Henderson Company, Montreal, on his arrival in Vancouver. He gave interesting facts to support his opinion.

"The apple crop in Nova Scotia is so well advanced that nothing can now interfere with an exceptionally fine harvest," he said. "In New Brunswick the foreign demand for lumber is so great that for the first time since 1914 a cut on the pre-war scale is being planned. Logs that have been lying at the mills for two years are all sold.

Quebec is Prosperous

"In Quebec general business is prosperous and the hay crop, which failed last year and dealt the habitant a severe blow, is going to break all records this summer.

"In Ontario the Niagara fruit crop is away above the average and the general crops through the western portion of the province, beans, peas, potatoes, and so on are remarkably generous.

"As for the prairies it will be no news that every condition is favorable for a splendid crop this year, but you never can tell until the end of July what may happen. There have been good rains, however, and no adverse conditions so far.

Building is Active

"The eastern cities are also enjoying great building activity. Thousands of new buildings are under way in Montreal, Toronto, Ottawa, Hamilton and the other chief industrial cities of eastern Canada."

Mr. Henderson stated that the paint and varnish industry had been assisted during the past two or three years of the general depression by the remarkable results attendant upon the "Save the Surface" campaign.

"During the war the paint industry was exceedingly prosperous due to the amount of new shipping and railway cars and other war material under construction. For the first year after the war the general fictitious prosperity was reflected in our business and just as things began to go flat we launched our conservation programme, not as an expenditure but as an economy. As a consequence we have been saved from any slump. I have never known a co-operative industrial slogan to catch on so well as 'Save the surface and you save all.' It is a household expression now."

Mr. Henderson is president of the Canadian Paint, Oil and Varnish Association and chairman of the "Save the Surface" campaign committee. He goes to Portland to attend a Western convention of paint men subscribing to the "Save the Surface" campaign. "I expect to take a number of the Vancouver paint men with me to that meeting," he said.

Mr. Henderson spent some time seeing the city in company with George E. Smith, B. C. manager for the Brandram-Henderson Co., and of the Pacific White Lead Company of Industrial Island, a subsidiary concern.

OPPOSE MINIMUM WAGE ACT ON CLERKS

(Continued from Page 32)

chairman Watters.

"Are we all in favor of price fixing?" asked a delegate.

"I think we are, providing that in each case a proper spread is provided for," replied the chairman.

Favor Price Fixing

Mr. Trowern said he thought the manufacturers could be relied upon to strongly oppose the bill.

There was considerable discussion regarding the operations of transient traders, hawkers and peddlers, which culminated in the adoption of a resolution requesting the legislature to give a clearer definition of these classes in order that prosecution might be facilitated. Mr. Trowern pointed out that many years ago he had expressed dissatisfaction with it and had attempted on many occasions to have it changed, but had not been successful.

"The principal fault with the act," said Mr. Trowern, 'is that it will never be made to work satisfactorily in all sections of the province. Certain regulations will have to be made for certain districts, because we find that whereas there are some districts where the transient traders are welcomed with open arms, there are others where they are not wanted at all."

Minimum Wage Act

A resolution protesting against the proposed extension of the Minimum Wage Act for clerks was passed with little discussion, the association stating that while no objection was taken to a minimum wage board, it was felt that its functions should be confined to the hearing of complaints from those clerks who felt they were not receiving proper attention, and the board should in no manner dictate to the merchants what salaries they should pay. There should be no interference with the principle that all clerks be paid according to their ability to earn, and not by any fixed scale made either by the government or by trade unions.

The delegates were tendered a banquet by the Brockville merchants on Wednesday evening, which proved to be a delightful affair. Short addresses were delivered by chairman Henry Watters, E. M. Trowern, Hugh Macdonald, mayor of Renfrew; L. N. Poulin, Ottawa; provincial secretary Millar, the latter giving a brief but interesting resume of recent provincial legislation.

Those who attended the conference were: Howard Ransom, Wales; S. G. Eamon, Ornsbruck Centre; R. R. Drysdale and A. MacDonald, Lanark; I. S. Church, Arnprior; T. A. Wright, Perth; R. Hawkins, Smiths Falls; J. Regan, Ottawa; Clarence A. Miller, Ottawa; I. Karrelakos, Perth; S. Kiggins, Ottawa; H. H. Buck, Sydenham; A. E. Warren, North Augusta. H. D. Cameron, Cumberland; J. A. Wright, Ottawa; H. S. Moffatt, Jaspar; W. A. Bell, Delta; L. L. Dunning, Cumberland; R. D. Cheney, Mountain; Wm. Waddell, Almonte; M. J. Thomas, Ottawa; A. R. Holmes, Winchester; J. R. McGillis, Mountain; T. Bowman, Ottawa; John Patterson, Ottawa; G. A. Coons, Winchester; J. G. Rath, Tweed; Edward Reilly, Brockville; H. Johnston, Ottawa; J. C. Allan, Ottawa; Omer Maheu, Embrun; P. A. Gagne, South Indian; E. Trudeau, Stoco; B. G. Crabtree, H. Porteous and A. E. Kelly, Ottawa; J. H. Kidd, Burritt's Rapids; A. H. Jarvis, J. A. Walsh, E. A. Stephens, T. H. Kennedy, H. Armstrong and J. H. Trowbridge, Ottawa; W. Baird, Carleton Place; H. Miller, Russell; R. W. Vont, J. W. McEwen, L. M. Wiseman, Geo. A. Wright, A. M. Patterson, G. C. Howison, L. A. Stagg, Geo. R. Quarmback, J. V. Markey, H. B. Coates, O. R. Craig, E. Venney, F. I. Ritchie, D. M. Bissell, G. R. Johnston, S. M. Adams, A. Rubino and H. W. Gilhooley, all of Brockville; T. W. Collins, Ottawa; R. J. Best, Kingston; J. W. Shier, Tamworth; A. D. Carscallen, Tamworth; W. S. MacDowall, Almonte; W. H. Hasley and T. D. Cowan, Ottawa; W. W. Taber, Carleton Place; J. L. Rochester, Ottawa; L. Beatty, Westboro; C. S. Beal, Ottawa; N. W. Beach, A. A. Cassellman and G. Boyd, Winchester; H. Phillips, J. A. Chevrier and A. Dover, Cornwall; G. W. Steacy, Lansdowne; T. J. Doneher, Carswall; George Green, Ottawa; M. M. McGuire, Spencerville; M. McKerracher, Ottawa; J. H. A. Pilgrim, Montreal; A. J. Abernethy, Kingston; T. J. McAlpin, Marysville; J. Hayes, Lonsdale, as well as the officers and speakers already mentioned.

ARRANGING MIDSUMMER SALE OF PAINT

(Continued from Page 50)

July and August that the impetus for the fall selling campaign originates. It is well to plan ahead on this business, as this Fall promises to be exceedingly prosperous for everyone in the paint and varnish industry, especially in view of the prospects for a live "Get ready for the Indoor Months—Clean Up and Paint Up" Campaign in many communities during this season. This campaign, by the way, from the present outlook, will be greater than any ever carried on before in the fall.

All this has been dealing with the work connected with increasing summer sales and with the preparation for the fall campaign. There is another feature which can go a long way toward increasing efficiency in any business man be he painter or dealer.

Take a vacation. Get away from your business. Hike out into the country. Get back to nature or play for a few weeks somewhere. You'll come back then with plenty of pep for your fall activities and with a new insight into the possibilities for increased business.

Barrett Roofings, Cements Industrial Paints etc.

Powerful Advertising for Quality Products

THROUGH 1922—all over Canada—millions of advertisements will point out the economy, the reliability, the superiority of Barrett Roofings, Cements and Specialties.

Such a powerful sales-making force is bound to bring new customers to Barrett dealers everywhere.

But that's only half the story. Barrett Roofings and Specialties stand head and shoulders above any similar goods—once a man buys them he buys again and again. For Barrett customers are always satisfied customers.

The biggest profits are made by dealers who carry a complete stock of Barrett goods. *You* should have every one of these popular, fast-selling products on hand.

Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Everjet Elastic Carbon Paint
Everlastic Multi-Shingles
Liquid Elastigum

Creonoid Fly Oil and Lice Destroyer

Order your stock now. If you haven't received a copy of our latest Price List drop us a line. We'll mail it without delay.

The Barrett Company LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.
WINNIPEG
VANCOUVER
HALIFAX, N. S.

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Weekly Paint Markets

Montreal

MONTREAL, July 27.—Current quotations in the paint market this week show very little change, but attracting attention is the situation on window glass and the probable trend for fall business. In recent weeks this market has been more or less unsettled and a distinct variation in prices has appeared between the local market and other Western centres. Locally prices are unchanged and according to importers there is little probability of quotations being increased in uniformity with other domestic markets. On the other hand, there is a feeling that easier prices are altogether probable for the fall trade, considering the present situation in Belgium. Jobbing houses are now looking on imports and it is reported that even lower prices than those prevailing are given on these orders. There is still an easier tone in the Belgium market, greatly assisted by the lower value of the franc.

Linseed oil and turpentine prices remain at last week's figures, the former product still recorded in a firm position owing to the trend of flax-seed and turpentine is said to be fairly firm at the moment. Local turpentine stocks are now quite ample for present requirements and demand is somewhat less during the past week. Whether an easier tone will creep into the market for this product in later weeks is said to depend on demand at producing centres, which has also shown a slight slackening during the past week.

The only development in paint and varnish prices, relative to absorbing the Sales Tax deals with sales from the manufacturer to the jobber. Producers now announce that in future jobbing houses will be relieved of this tax, an allowance being made to cover the amount.

SOMEWHAT SMALLER DEMAND FOR TURPENTINE

Montreal.

Local quotations on turpentine are unchanged again this week, although there is still the wide range in prices among distributors. Demand on the local market now reflects the usual summer slackening, this tendency becoming more apparent each week. Stocks are in ample position and one local importer stated that with plenty of turpentine on hand they were now awaiting developments at producing centres before further purchases were made. In the South a fairly good demand is still in evidence, although the buying interest is not as intense as was a few weeks ago. Requirements during the whole of the past season have been much greater than they were last year, and with new receipts continually being bought up at the moment, this product has maintained a firm attitude all during spring and early summer months. Future demand now governs the situation, according to importers, and a falling off in world requirements in the ensuing week may result in a slightly easier market for fall trade. At present, however, the market is described as fairly firm at the following prices;

TURPENTINE—	Imp.	Gal.
1 barrel lots	1 63	1 80
2 to 4 barrel lots, per gal.	1 61	1 78
Broken lots	1 73	1 90

STEADY UNDERTONE STILL APPARENT IN LINSEED

Montreal.

The linseed oil market is again described as steady to firm, with quotations among the various jobbing houses on a more uniform basis. There is still a strong undertone in the flax-seed market, and local crushers maintain that this position will in all probability continue until the new fall crop. On the other hand, demand, although described as quite normal for this season of the year, has fallen off considerably during the past week and with the usual quieter weeks of summer ahead, little assistance towards a firm market can be expected from this direction. Following are unchanged price levels:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	1 13	1 15
5 to 8 barrel lots, per gal.	1 11	1 13

Less barrels, add 10 cents per gallon.

MAY BE LOWER GLASS PRICES FOR FALL

Montreal.

With the time for fall backings on window glass now at hand, the current situation in this market continues to attract attention. The domestic market some time past has been far from settled, and in recent weeks there has been a distinct variation between local prices and quotations given in other western markets. While certain distributors have claimed that the $6.00 list less 15 per cent. such as is now quoted locally, is a very low price considering replacement cost, other jobbers are apparently willing to take orders at this figure, and even slightly lower, for imports on future delivery. It is reported that import orders are now being taken for September deliveries at a lower figure than the present stock price. The Belgium market continues on an easier trend, assisted by the lower value of the Belgian franc. Importers are of the opinion that with this source of supply on its present trend there is little possibility of local prices being increased to those appearing at other domestic centres, but on the other hand there is a likelihood of even lower prices for fall.

NO FURTHER CHANGE IN ROSIN PRICES

Montreal.

There is still a firm tendency in the rosin market and prices remain at higher levels recently announced. Following are prices quoted:

ROSIN—			Less
G., medium grade	7 75	9 25	10 75
Water white	9 75	11 25	12 75

PAINT JOBBERS RELIEVED OF SALES TAX

Montreal.

The most recent development in the paint trade, following the announcement by manufacturers that they would allow the retail dealer one-half the amount of sales tax, deals with the jobbing houses, who will in future be relieved of the 2¼ per cent. tax which they were formerly asked to pay. Manufacturers in making the allowance stipulate that jobbing houses must charge the merchant the 2¼ per cent., such as the producer is now doing.

From the standpoint of the jobber it was claimed that the margin of profit in handling paint, varnishes and sundry lines was not sufficient to allow them to pay the manufacturer 2¼ per cent. All tax collections from sales must be turned into the government, so that they were forced to pay the manufacturer out of their profit, or in other words out of their own pocket. The present amount of sales tax was considered too high for this to be done.

To the retail dealer this announcment makes no change from the former arrangement. He will pay the 2¼ per cent. tax whether the purchase is made from producer or jobber. With all obstacles apparently now cleared, paint and varnish prices are again on a steady to firm basis, with little further development expected until later in the fall at least.

CARTER'S GENUINE DRY RED LEAD

Give Your Customers

—A lead paint that's pure, uniform and economical.

—A lead paint that's made from the very best Canadian pig lead.

—A lead paint that affords the best and most durable protection against rust or corrosion.

—The best and most satisfactory lead paint you can give them—

Carter's Genuine Dry Red Lead

Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are the finest quality obtainable. Write for prices and particulars.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Ave., Montreal

THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.

Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited
Waterville, Quebec

STAR Hack Saws

Find Your Best Brands

Don't carry a lot of brands to slow up your turn-over. Find your one best seller in every line and standardize on that.

If you keep tabs on your hack saw sales you will find that Star Saws outsell other brands in overwhelming ratio. That is why most stores sell the Star exclusively. Send for our new book on the "Use of Hack Saws." A valuable handbook for hardware salesmen as well as hardware users. Gives you a hack saw knowledge that will help you sell more saws and get better results for the customers you are now selling.

Free on request. Write for Booklet D.

Now Sold by
CLEMSON BROS. Inc.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office and Warehouse
304 Imperial Office Building
Hamilton Ontario

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Toronto

TORONTO, July 27.—The announcement of generally recognized discounts on window glass constitutes the premier development in the local paint markets this week. Other factors of note are the possibilities of an acute shortage of turpentine due to the U. S. railroad tie-up delaying shipments from southern producing centres, and the decision of paint manufacturers to absorb the 2¼ per cent. sales tax on invoices to wholesalers, thus placing jobbers and producers on an equal basis as regards charging the retail merchant 2¼ per cent. sales tax. Formerly the jobbers were placed in the position of only collecting 2¼ per cent. from the retailer, which was turned over to the government, while they also had to pay the manufacturer a similar amount on their purchases, which sum was a distinct loss and it was generally thought placed them at a disadvantage. This decision in no way affects the merchant only in respect to the knowledge that on all paints, varnishes and sundries, from whatever source, the manufacturer is absorbing half the sales tax.

The new discounts on window glass merely bring into official recognition levels at which glass has been selling locally for some weeks past. The previous unsettlement in this market has been duly noted in Hardware and Metal, the primary cause being the announcement of discounts by certain eastern distributors which forced competition throughout the local field. The opinion is expressed in certain quarters that a more reliable market should be in evidence for fall trade now that a settlement has been reached.

ANNOUNCE DISCOUNTS ON WINDOW GLASS LIST

Toronto.

A discount of ten per cent. on window glass in lots of less than 25 cases, and of fifteen per cent. on lots of 25 cases or over, is the decision reached in regard to the unsettlement recently apparent in this market. For some time past a discount off the box list has been quoted at eastern distributing centres, with the natural result that shading to meet these lower levels was more or less a common development on the local market. Now that a uniform decision has been reached, the opinion is expressed that this will materially help to give a staple tone to the glass market and also prepare the ground for fall trade. While eastern quotations are still slightly lower than the new official levels given above, one distributor stated that the bridging of the gap was a step in the right direction as the variance in quotations merely resulted in unsettling the market generally.

That present indications pointed towards lower prices on window glass for the fall trade was the opinion expressed to Hardware and Metal. In this respect, it was pointed out that there is an easier trend to the Belgian market and such a condition has been recently assisted by the lower value of the mark. Whether Montreal distributors will increase discounts now that the local price level has been announced, is stated as depending upon future primary conditions. The ten per cent. off the $6.00 box list merely brings into official recognition the average level at which glass has been recently selling.

UNCERTAINTY OVER FUTURE TREND OF TURPENTINE

Toronto.

The feeling in the local turpentine market is one of uncertainty, as the transportation difficulties in the U. S. have already begun to delay shipments from southern producing centres. Local prices remain at unchanged levels and although trading is described as quiet, the condition of stocks show no improvement and continue low, due to the conditions described above. That the American railroad shopmen's strike is bound to tie up shipments of turpentine from Savannah and other points for the next few weeks, was the opinion expressed to Hardware and Metal by a prominent local distributor. It was also considered that quotations for the near future are almost liable to do anything, especially if the local shortage becomes acute. As regards the prospects for fall supplies of turpentine, that of course depends upon the duration of the transportation difficulties and the degree of acuteness with which they affect this industry. Following are unchanged quotations:

TURPENTINE—

1 barrel lots	1 70	1 80
2 to 4 barrel lots	1 69	1 79
5 gallon lots	1 85	1 95

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

JOBBERS WILL ALSO BE RELIEVED OF SALES TAX

Toronto.

In connection with the subject of paint manufacturers absorbing some portion of the sales tax, it is now announced that producers of paints, varnishes and sundry lines have decided to relieve the wholesaler from paying the 2¼ per cent. sales tax on invoices from the manufacturer to the jobber, and thus the latter houses will be placed on an equal footing with the manufacturers and charge 2¼ per cent. to the retailer, instead of the full amount of 4½ per cent.

Under the former arrangements, jobbers explained that they were in the position of turning over to the government the 2¼ per cent. sales tax which they collected from the retail merchant, and thus were forced to pay the other 2¼ per cent. to the manufacturer out of their own pockets. It is stated that this arrangement in no way affects the retailer, as manufacturers in making such an allowance have stipulated that jobbing houses merely collect 2¼ per cent. on sales to the dealer, as the producers are now doing.

DEVELOPING EXPORT CUSTOMERS

(Continued from page 35)

forge a chain strong enough to put Canadian trade out of the rut, create avenues of industry, develop new channels of trade and help to provide work for all willing to work. No one Department of Government, indeed no government, can bring this about without the co-operation and support of a United Canada.

What is the use of our immense undeveloped resources, in agricultural lands, in forests, in minerals, coal, iron, copper and precious metals, in fisheries, and in great water powers throughout two-thirds, or more, of our provinces? What's the good of it unless developed and thus give employment to the citizen and revenue to the nation. Only thus can we hope to encourage greater immigration, doubling our population, and so reducing our per capita debt one half.

Is not increased immigration one of the great problems Canada faces today; to maintain satisfied and contented our own people, and encourage development that will bring to our provinces, and to each province, the people best suited for conditions in that province, a selected and intelligent class of immigration. We must have a policy that will enable the immigrant who becomes a Canadian citizen to obtain work, to live cheaply and well, to produce economically, so he can meet world competition, export the surplus product of his labor, bringing back the profits, and so become a prosperous and contented citizen helping to build up a greater Canada.

STRIKES OFFER SERIOUS POSSIBILITIES

(Continued from Page 29)

situation as a whole it was pointed out that there is much more efficiency in labor now than during the war and immediately after.

"We now get as much production on our open hearths alone as on the two systems combined during the war," said Mr. Spence.

Stocks of iron and steel in the hands of retailers and wholesalers were said to be light, and the mills are of course carrying little or no surplus, mills running to normal capacity to take care of immediate requirements. Curtailment of production would therefore be felt keenly. The stringency may necessitate some further price revisions but it was stated this would depend largely on developments in the United States where the first serious effect of the strikes will be felt.

Shipments of structural steel and other products of the U. S. mills coming into Canada are already being affected by the railway strike. Mr. Spence pointed out that the situation was just as serious from the standpoint of anthracite coal users as with those burning bituminous coal.

TWO BEST SELLERS

PATENTED IN CANADA

Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.

Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

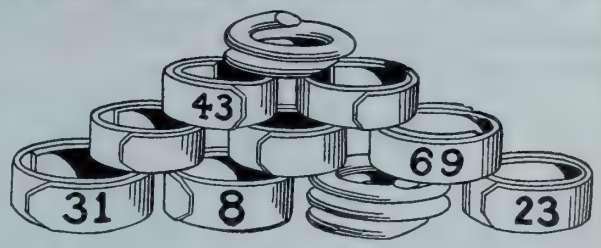
We will help you to get started by sending you circulars, talking points and cut for local advertising.

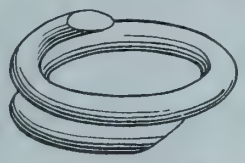
Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD. TWEED

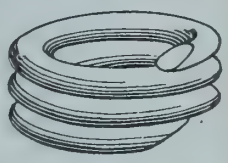
POULTRY LEG BANDS





Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE



Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes

Three Spiral Bands a real good substantial band

in Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

THE RIDEAU SPECIALTY CO.,

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

HARDWARE & METAL'S

unique circulation as proven by the A. B. C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

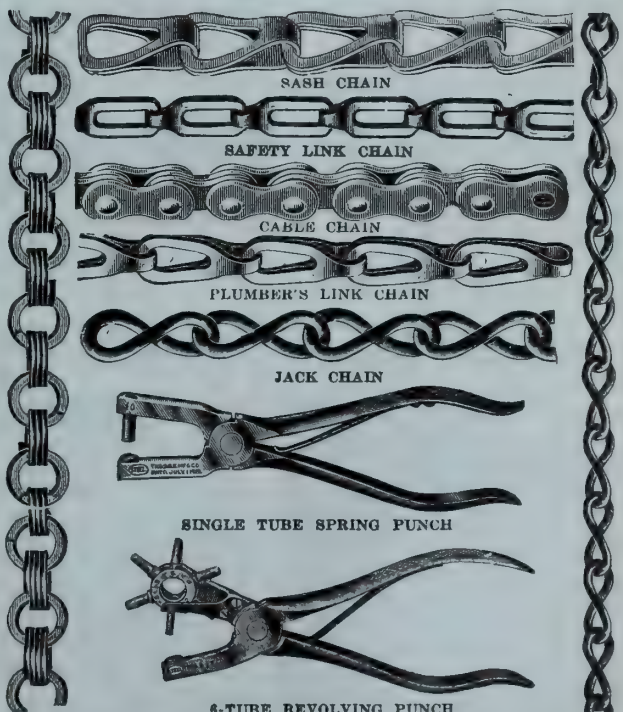
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire. discount 55 per cent.
Empty shells. less 30/20%.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15%. on American lists.

Winchester and Savage advance on American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.

Remington Union Metalic, list less 2½ per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . .	.1 50	Group 5....	2 00
Group 6 . .	.2 50	Group 7....	3 50

Axes bench. 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each...........$0 50
12 or less than 50, each...... 0 45
Box of 50, each............ 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
real	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch..........	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

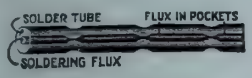
No. 6, 57c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

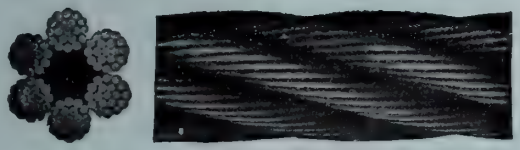


Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave. Chicago, U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Peatty Street, Vancouver, B. C

GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver

Sells all Year 'round The "SELFBLO" Torch

No pumping
No priming

Your customers just fill both barrels with denatured alcohol, touch a match to the wick and "it blows itself." In twenty seconds there's a flame of 1,400° heat.

It's new, and needed by every electrician, radio fan, housewife and tinkerer.

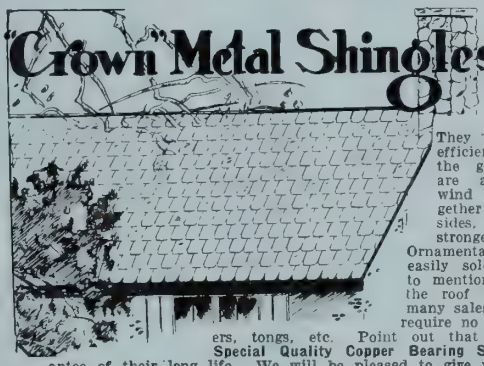
Retails at $2.50

and gives a handsome profit to dealers. If your jobber can't supply you write to Walkley, Moncur & Co., 416 St. James St., Montreal.

Hunt-Lasher Co. Inc.,
Lynn Mass.

"Crown" Metal Shingles

Will Outlast Them All



They are being used where efficiency in roofing is of the greatest concern. They are absolutely storm and wind proof. Locked together securely on all four sides, they make the strongest roof on the market. Ornamental in design; they are easily sold and you have only to mention the ease with which the roof can be laid to make many sales. Point out that they require no solder, mallets, seamers, tongs, etc. Point out that they are made from **Special Quality Copper Bearing Shingle Plate**, a guarantee of their long life. We will be pleased to give you further details or any advice on sheet metal work—write us.

McFARLANE DOUGLAS CO., LIMITED
Ottawa Canada

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co *Limited*
Hamilton Canada

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60|5%
Globe ... 60|5%
Nicholson ... 40%
Black Diamond ... 40%
Delta Files ... 20%
Firth Files ... 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish ... 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES Doz.
Per doz.
For 15" Axle ... $ 6 80
For 17" Axle ... 7 20
For 19" Axle ... 8 10
Ball Bearing ... 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over ... 15 00

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $ 9 75
No. 2 ... 10 75

HATCHETS, LATH
No. 3 ... 10 00
No. 4 ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Majestic, 1 burner ... 10 00
Universal ... 13 80
Do., 2 burner ... 15 00
Discount 30 per cent.
Hotpoint Hedlite, each ... $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 ... 1 90
Do., No. 3 ... 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set ... 1 85
Reliance Door Springs, No. 270
Light, per doz. ... 2 50
Medium, per doz. ... 3 25
Heavy, per doz. ... 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 [illegible] in., $21.50 36 in., $24.[illegible]
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	3 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... 21c per lb.
48 x 96 ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per se, ... $ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. ... 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point ... 15 00
Lightning ... 14 00
Heaths ... 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard ... $0 44
Household ... 0 33
Shelf Lock, 4 to 8 ft. only ... 0 28 0 30
Faultless, 4 to 8 ft. only ... 0 44
Do., 10, 12 and 14 ft. ... 0 49
Single and Fruit Picking
10 ft. to 16 ft. ... 0 26 0 28
18 ft. to 20 ft. ... 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. ... 0 30
36 to 40 ft. ... 0 33
44 feet, and over ... 0 36
Special quality, 20 to 40 ft. .. 0 45
Three section extension ... 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned ... 9 70
Dash, Japanned ... 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs ... 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... 1 35 doz.
3 doz. cases ... 1 20 doz.
6 doz. cases ... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ... $ 2 00
Do., No. 3 ... 3 75
Barn Door, No. 5 ... 3 00
Do., No. 8 ... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless ... 17 50
Hamilton ... 14 0[illegible]
Peerless ... 14 50
Snowball ... 19 50
New Century, Style A ... 19 75
Do., style B ... 21 00
Do., Electric ... 125 00
Playtime, engine drive ... 27 00
Ideal Power ... 30 00
Sunshine ... 10 25
Popular ... 14 50
Economic ... 16 00
Puritan ... 19 50
New Champion ... 21 50
Home ... 21 50
Vacuum ... 28 00
Home, water motor ... 30 00
Whirlpool, water power ... 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric ... 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack ... 22 75
Perfection, engine drive ... 65 00
Do., electric ... 116 50
Beaver ... 26 00
Beaver, power ... 27 00
Connor, vacuum ... 27 50
Patriot ... 21 50
Jubilee ... 12 50
Canada First ... 21 50
Minimax Electric ... 129 00
Mono-Vac, electric ... 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen ... $33 95
No. 8 dozen ... 44 90
Universal—
No. 4 dozen ... $40 00
No. 8 dozen ... 52 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing ... 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks ... 1 85
No. 10, sticks ... 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's ... 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood $3.65 base.
F.o.b. Montreal, $3.65 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 76
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales .. 6 30
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal.	$ 0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 35½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iorn Blk.	Gen. Wrot. Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

F. o.b. Montreal and Toronto

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

	Montreal.	Toronto
Sisal	0 17	
Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN

20x28x100 lb. basis, box	$13 00
20x28IC, 112s, box	13 50
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.85; 3 ply, $2.20.
Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.
Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles 4 shingles in one, per sq.	6 00
Everlastic red or green, mineral surface, sq.. 36" wide..	2 85
Do., 18 wide	3 30
Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70
5 and 10 gal. cans	0 85
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net.	per doz.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, F. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H., bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List.
No. 525, each ... .$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2 75	$3 25	$3 25
Section, ½ lb. per 100 lbs. ..	2 85	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs. ...	2 50	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

ANNOUNCEMENT!

We have found the demand so great for our Made-in-Canada Sheets that we are installing additional machinery and on August 6th will have a producing capacity of

100 TONS PER DAY

"Premier" Galvanized Steel Sheets.

Canada's first and best Galvanized Steel Sheet. Made of the finest Open Hearth Steel with a uniformly heavy coating British Columbia High Grade Zinc (100% pure).

Toncan Metal (The Better Iron Sheet).

This is a Pure Iron Sheet to which is added a Copper Alloy and the combination means unequalled durability and satisfaction where corrosive conditions prevail.

"Premier" Copper Alloy Sheets.

Our regular Premier Sheet with Copper Alloy sold at a slight advance only—gives splendid working quality and extra durability.

Order Now For a Big Fall Trade

Every Canadian Jobber

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs., 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. bbls. .. 0 07 0 07
Less quantities . 0 10 0 10

COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06 06
Do., less quantities 10 12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs... 0 17
Chrome green C. P. 35 40
Chrome yellow 20 40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg.... 08 18
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright.. 06 08
Do., No. 1 .. .. 04 05½
Lamp black, pur. dry ... 21-27
Golden ochre, 100-lb kegs .. 08
White ochre, 100-lb. keg 06
Do., barrels 0 05
Yellow ochre, barrels.... 04 06
French ochre, bbls. 06 08
Spruce ochre, 100-lb. keg.. 06-08
red oxide bbls. 0 04
Vermillion, American 0 85
English vermillion 1 85
F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.O.B. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .. ..$ 7 53
Vitralite 7 87
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 27
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 7 10
Luxeberry 6 85
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags.. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS.—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 80
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 86
Montreal, less 15%.
Toronto and London, net list.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co. pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, colors 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall, white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors . 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
Martin-Senour, Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Pearcy's Prepared, colors ... 3 15
Pearcy's Prepared, white .. 3 50
Pearcy's Prepared, floor 3 10
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN— Per 100 lbs.
G., medium grade ... ...$ 9 25
Water white 11 25

SHELLAC Pure Pure
Per gal. White Orange
In bbls. 5 35 4 65
Gal. Jugs. 5 65 5 15
F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens.
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin ...	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES	Per gal.	cans
B. H. Floors		4 18
B. H. Maritime Spar		5 23
B. H. Hard Oil		2 57
B. H. Gold Medal		3 28
Elastilite, Imp. V.		3 95
Granitine Floor Finish		3 95
Hydrox Spar, Imp. V.		5 00
C. P. C. Sun Varnish		4 00
Glidden Wearette		4 00
Glidden Floorette		4 00
C.P.C. Sun Aero Spar		4 60
C.P.C. Sun Waterproof Floor		4 10
I. V. Elastica, No. 1		4 99
Do., No. 2		4 58
Do., Floor		4 10
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor ..		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No., No. 61		5 14
Jamieson's Copaline		4 10
M-S Marble-Ite Floor		4 32
M-S Wood-Var.		4 16
M-S Durable Spar		5 23
M-S Finest Interior		4 97
Moorlastic Floor		4 25
T. 45 Floor		3 50
Morvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 24
Mar-not, S. W.		4 03
Quick Action House		2 70
Rexspar, S. W.		5 14
Scar-Not S.W...		4 76
Lowe Bros., durable floor ..		4 60
Solpar House Spar		4 60
Solpar Floor		4 60
Solpar, Interior		3 60
Kyanize Spar, Boston Var.		5 25
Kyanize Cabinet Rubbing ..		4 95
Kyanize Interior and Floor.		4 95
Luxeberry Light		4 85
Luxeberry granite		5 00
Luxeberry spar		5 72
Ramsay's Universal		3 85
Ramsay's Agate Floor		3 90
Ramsay's 400 Hard Oil		3 35
Ramsay's No. 720		3 10
"C. D. Big 4" Exterior		5 10
Do., Interior		4 60
"C. D. Big 4" Floor		4 50
C. D. General purpose		4 28
C. D. Furniture		2 30
Dougall Univarnish, clear ..		4 50
Dougall Transparent, spar .		5 00
Dougall Transparent, floor .		4 50
Do., Nogloss, interior		4 50
Do., Interior		4 50
Adelite, No. 103, Floor		4 00
Adelite, No. 105, Flat		4 00
Adelite, No. 100, Spar		5 80
F.O.B. Montreal, Toronto.		

WATER PAINTS

Rockface, bbls.. 250 lb. ..		0 05
C. P. Opalite, 300 lbs. bbls. ..		0 16
C. P. Opalite, 100-lb. pkg...		0 17
1 gal. packages, per pkg.		1 00
½ gal. package, per pkg.		0 52½
Ramsay's "Ideal," 310 lb. bbls.		0 10½
Water Paints (per 110 lbs.)		
5 lb. pkgs.	**White.**	**Colors**
Frescota ... .$	8 50	$9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	**per 100 lbs.**	
300 lb. bbls. .....$	7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c; XXX, extra, 16c; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c; No. 7, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c.; Lion, 12c.; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B. H. Wax .. ..$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 60
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls..... 3 25
WOOD ALCOHOL Per gal.
In five gallons .. ..$ 1 75
Methylated Spirits 1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	$10 00		10 70
22 S. Mush	.....		11 50
22 Long	.....		12 15
22 L. Mush.	.....		16 00
22 L. D. do.	.....		18 70
22 L. Rifle	14 00		17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
35 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	6 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's. 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount	60%
Nicholson Gen.	Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1 60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2 20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in. $4.75; 10 in., $7 20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4 45 per doz. prs.; 8 in., $4.95; 10 in., $6 60; 12 in., $7.20; 15 in., $7.75; 18 in., $11 35; 21 in., $12.75; 24 in, $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI%ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
26 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	1 25
Boiled	1 28

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165, x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb, irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.80; Watch Spring, $14.00; Lance Tooth or Lightening Blades, $18.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%: oval head, 77½%; round head, brass 72½%; flat head, brass, 75%: coach, 37½%.

Set screws, 50 per cent. Cap screws, 45 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	8 80	5 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg. Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

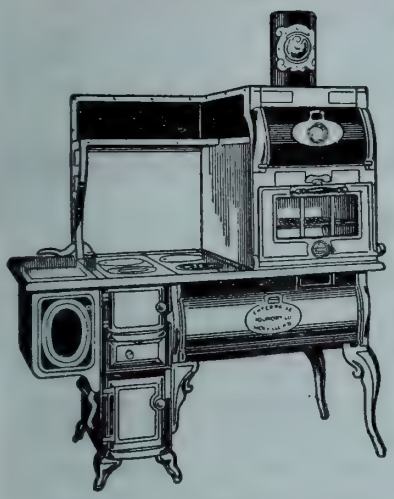
WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



"Perfect" Double High Oven
Over 20,000 Satisfied Users

ENTERPRISE

Ranges, Stoves and Heaters

Delight Customers with their Service-giving Qualities

That there are 20,000 satisfied users is surely convincing proof of the popularity and quality of Enterprise Ranges. It has been received and acknowledged as the last word in service built ranges and its popularity is still growing. Customers do not buy a range every week, but the dealer will find his stock moving fairly fast the way the experienced housewives continue to recommend Enterprise Ranges to their friends.

Write to-day for the Ashdown catalogue giving complete information of the Ashdown lines of ranges, of note for service and sales; "Perfect," "Monarch," "Ideal," "Domestic," "Oak Heaters" and "The Open Franklin."

ASK FOR COMPLETE DESCRIPTION

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

Here's the degree of faith we have in

NORTH STAR BATTERIES

Any North Star dry cell or multiple that fails to give the user entire satisfaction will be replaced by us without charge or questioning.

Every North Star battery passes our most rigid inspection before leaving the factory and is therefore full powered and dependable.

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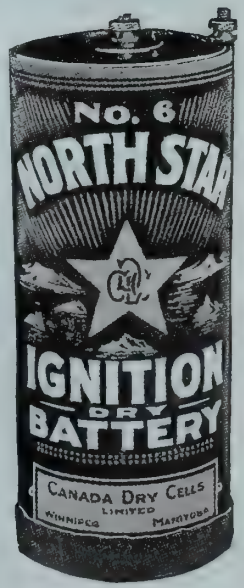

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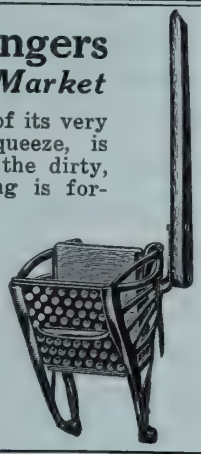

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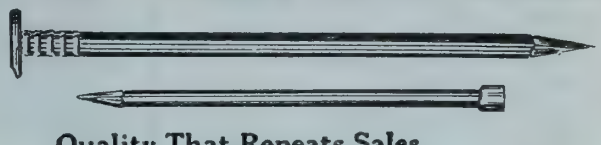

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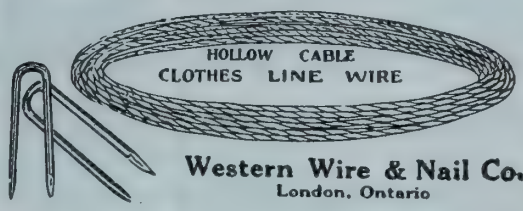

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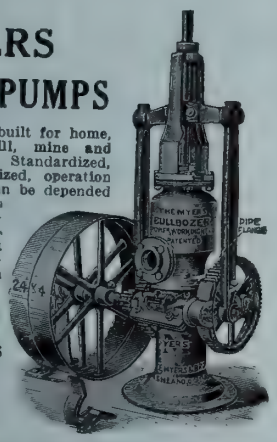

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Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

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The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
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Can. Foundries & Forgings, Ltd., Welland, Ont.
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DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
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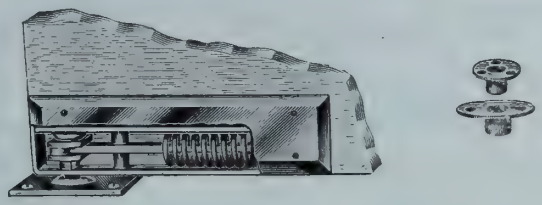

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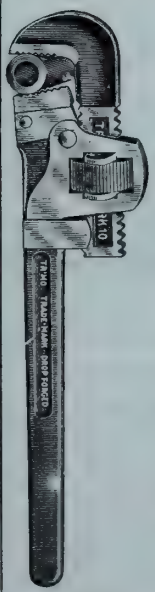

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Pipe Wrench — Nut Wrench

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

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Goodell-Pratt Co., Greenfield, Mass.
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

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A. C. Leslie & Co., Montreal, Que.

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E. T. Wright Co., Limited, Hamilton, Ont.

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Gutta Percha & Rubber, Ltd., Toronto, Ont.

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Steel Co. of Canada Ltd. The Hamilton Ont.

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Stanley Works Co., New Britain, Conn.
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The Simonds Canada Saw Co., Limited, Montreal, Quebec.

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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass.
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Millers Falls Company, Millers Falls, Mass.

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N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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N. Slater Ltd., Hamilton, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Adams Bros., Harness Co.
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Canada Steel Goods Co., Hamilton, Ont.
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Rugg-Ball Mfg. Co., Ayers Cliff, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

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J. H. Still Mfg Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
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HOISTS
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HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

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Fenton Bros., Ltd., Sheffield, Eng.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited. Hamilton
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

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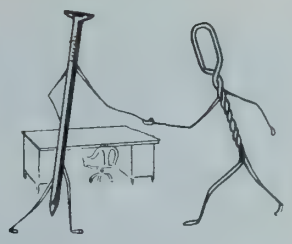

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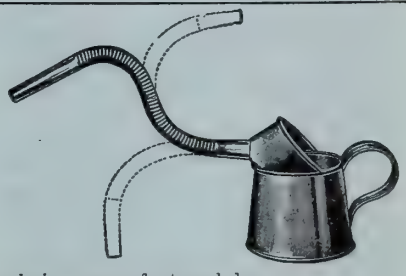
The "All-Way" Flexible Spout For Oilers



is now being manufactured by

E. T. Wright Co., Limited, Hamilton, Can.

who have acquired the patents, dies and goodwill of the

ALL-WAY OILER MFG. CO.

and can supply the following equipped with the

ALL-WAY FLEXIBLE SPOUT,—

No. 05	1 pint	Aut.	Combination	Measures	and	Funnels
No. 010	1 quart	"	"	"	"	"
No. 020	2 quart	"	"	"	"	"
No. 040	4 quart	"	"	"	"	"
No. 705	1½ pint	Coppered	Mowing	Machine	Oilers	
No. 133	1/3 pint	Coppered	Heavy	Steel	Oilers	
No. 135	1/3 "	"	"	"	"	
No. 139	1/3 "	"	"	"	"	
No. 143	1/2 "	"	"	"	"	
No. 145	1/2 "	"	"	"	"	
No. 149	1/2 "	"	"	"	"	
No. 3124	1 pint	Coppered	Engineers'	Oilers		
No. 3125	1½ "	"	"	"		
No. 3126	2 "	"	"	"		

The "All-Way" Flexible Spout is well known for the great advantages it possesses over the rigid spout. It enables oil to be distributed in places inaccessable to the rigid spout, does not interfere with free flowing of oil, prevents waste, and is absolutely tight against leakage. The tube is asbestos packed, and is fitted with a cleaning device.

The prices of "All-Way" products under the new ownership will remain unchanged.

Previous users and prospective buyers of the "All-Way" Spouts and Oilers are requested to communicate with

E. T. Wright Co., Limited

HAMILTON - CANADA

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininty Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Butterfield & Co., Rock Island, Que.
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Sanderson-Harold Co., Ltd., Montreal, Que.

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Canada Foundries & Forgings, Brockville.

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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Marlin Firearms Corporation, New Haven, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Barrett Co., Ltd.,
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The Warren Tool & Forge Co., Warren, Ohio.

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B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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New Brunswick Wire Nail Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Frost Steel & Wire Co. Ltd., Hamilton.
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Graham Nail Works, Toronto.

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If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

MANAGER FOR RETAIL HARDWARE STORE (branch) must be progressive and up-to-date man, able to organize and make necessary improvements to get business. French and English necessary. Salary small, but good possibilities for a live man. Apply Box 52, Hardware and Metal, 128 Bleury St., Montreal.

WANTED—TWO EXPERIENCED HARDWARE clerks, one with good paint experience, the other with sporting goods experience, who is a good mixer. We do not require specialty men. They must be good general hardware clerks as well (for Saskatchewan). Apply, stating age, nationality, experience, wages required, married or single. Box 189. Hardware and Metal.

WANTED—EXPERIENCED HARDWARE salesman, as traveller in Toronto and Hamilton. Must be a man who wishes to create a future connection, and one who is not afraid of work. You are not employed by us at present, because our men all know that this advertisement is to appear. Apply, giving complete details regarding experience, age, appearance, qualifications, and salary required. Box 16, Hardware and Metal.

HELP WANTED

WANTED—HARDWARE MAN 3 YEARS' EXperience. Must be able to sell. State salary wanted and give references. Fleming Bros., 1036 St. Clair Ave., Toronto.

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WANTED

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If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered

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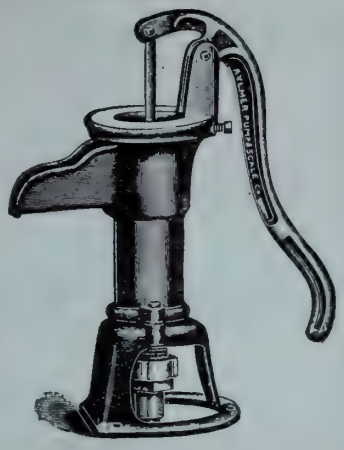
For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery



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AYLMER, ONTARIO

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Orders promptly filled.

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HARDWARE & METAL'S

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Instantly Associated,
In the minds of those who measure,
Everywhere

THE LUFKIN RULE CO. OF CANADA, LTD.
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TAPES *and* RULES

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HOW MANY CALLS SHOULD IT TAKE TO GET AN ORDER?

"That depends on circumstances," you say. "Quite true," but here are details of an incident that will interest you. (Names will be supplied on request).

A Toronto manufacturer's representative said: "I have been calling regularly for months on the — Hardware Co., and the — Wholesale Hardware Co., and did not even get a word of encouragement from them, although I sold most of the other jobbers. This week my company has received enquiries from both of these wholesale firms referring to the lines my company are advertising in HARDWARE AND METAL. I have since called and received orders from both of them. How do you explain it? Is this a reflection on my selling methods?"

We don't know why he did not get the orders in the first place. Perhaps the buyers were busy or worried and not in a receptive mood for suggestions. We do know, however, that every wholesale hardware buyer, over 90% of the retail hardware buyers rated in Dun's and Bradstreet's, 900 buyers for hardware sections of department or general stores, and 260 purchasing agents of railways, mines, government purchasing departments, and industrial concerns, read HARDWARE AND METAL advertising pages when in a receptive mood—when looking for new lines—new sources of supply. The two wholesale buyers mentioned above are only two of our 4,350 leading buyers who will study carefully the advertising pages of the 34th Annual Fall Buying and Directory Number to be issued on Aug. 19th. If you are not represented you will not be missed, but if your advertisement is there, **it will be read and re-read,** because this issue will be used as a Buyers' Guide and Reference Number during the Fall and Winter months.

Business is coming back strong. Are you sharing in it? Advertising in the Buyers' Guide will influence Fall and Winter orders. Send your reservation now. Date of issue, Aug. 19. Last form closes Aug. 16. Early forms closing now.

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

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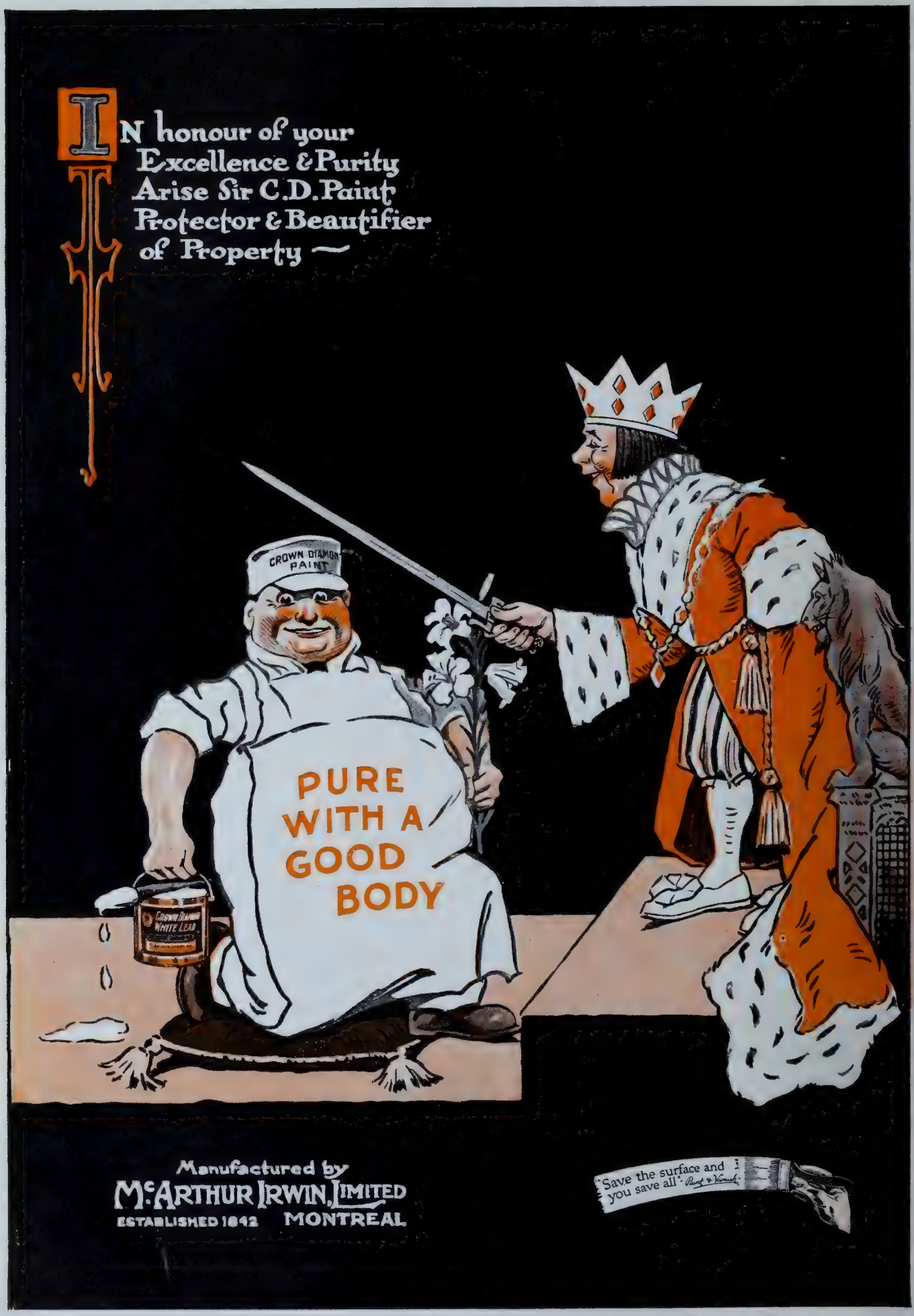
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CROWN DIAMOND PAINT
PURE WITH A GOOD BODY
CROWN DIAMOND WHITE LEAD
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McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
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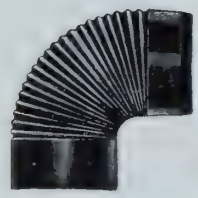
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 31 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA August 5, 1922

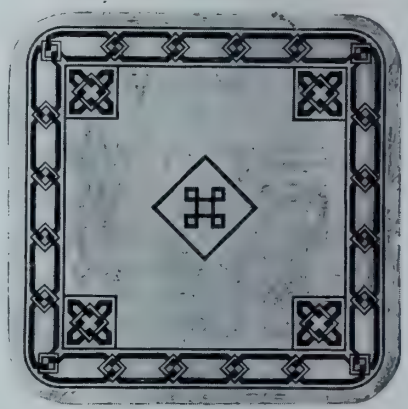


Time to Sort Up On Fall Goods

Unless you watch the calendar pretty carefully you run the risk of being short of goods when the Fall season begins. Take our advice and sort up now—this week. Check over your stove pipes, elbows and angles, thimbles, chimney collars, dampers, stove boards, coal hods, stove shovels, furnace scoops, ash sifters, snow and general purpose shovels, Hot Blast heaters, lanterns, Puritan Heaters and other fall lines.

While you are at it go over your Diamond Ware and Pearl Ware, Hot Galvanized Ware, Lumino Ware, Japanned Ware, Tin Ware and other lines. Nobody knows how early the Fall buying season will open and it's far wiser to be on the safe side with a stock that will take care of the demand.

Place your order with our traveller or write us direct.



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THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

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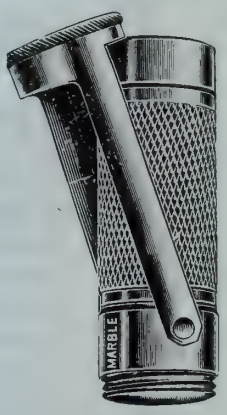
Canoes and Paddles	Hunters' Axes	Shoe Packs
Compasses	Hunting Knives	Sleeping Bags
Dunnage Bags	Mackinaw Coats	Thermos Bottles
Decoy Ducks	Nitro Solvent	Tents
Flashlights	Pack Sacks	
	Rust Remover	

We carry practically anything the hunter requires.

In our rifle and shot gun stock, only the most reliable makers' names will be seen such as Winchester, Remington Arms, Savage, Stevens, Marlin, Folsom, Cooey, etc.



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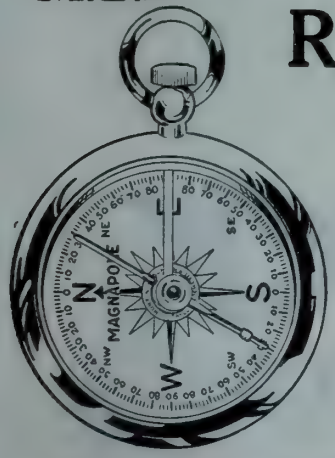
Victoria St. - - Toronto

Ask the "Rice Lewis Man" or Write Direct



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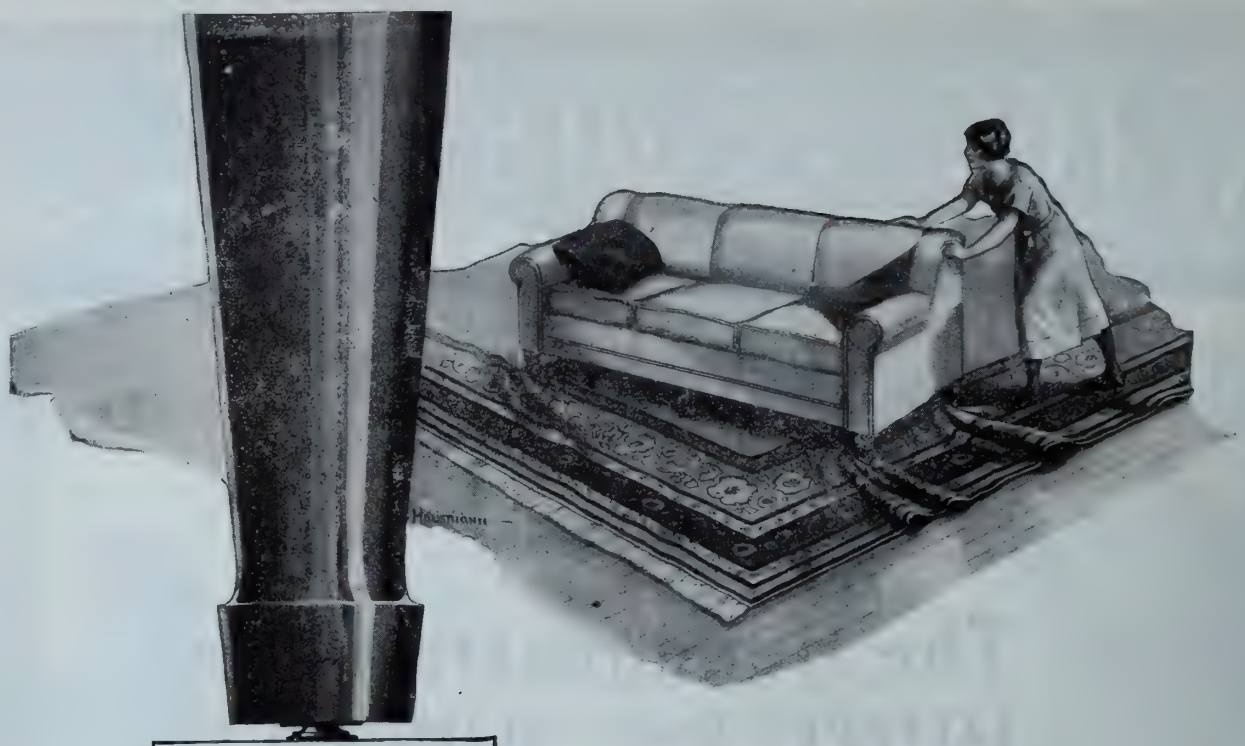


This is the
"Neglected Inch"
—the inch between the furniture and the floor

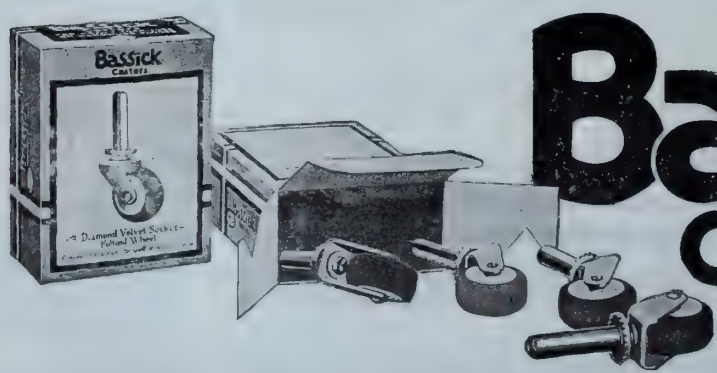
They Now Buy Casters by Name

BASSICK CASTERS are rapidly supplying the long-felt need as represented by the "Neglected Inch" illustrated above. The moment your customers know that you carry Bassick Casters which eliminate the scarring of their hardwood floors and stretching and tearing of their rugs, you've made a sale of casters. And you've made a good friend of your customer.

The progressive dealer who carries Bassick Casters, and gives this line the attention that it warrants, has found that it is a money-making proposition, easy to handle, quick to turn over, and profitable to sell.

Your jobber knows the Bassick proposition. Ask his salesman the next time he calls.

Canadian Sales Agent:
J. A. RAMSAY, 350 Adelaide St., West, Toronto, Ont.
THE BASSICK COMPANY, Bridgeport, Conn., U.S.A.



Bassick Casters

For thirty years the leading makers of high grade casters for the home, office, hospital, warehouse, and factory.

If interested tear out this page and place with letters to be answered

Are You the Leading Merchant in Your Town?

Call on the best hardware merchant in practically any town in Canada

There is more than an even chance you will find he sells Plymouth Rope.

Why?

Are you the leading merchant in your town?

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., Limited
Toronto, Canada Canadian Sales Agents

Since 1916 all Plymouth Rope $\frac{7}{16}$" in diameter and larger, has contained a twisted paper marker, identifying it as Plymouth Rope.

5-116

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S JACK SCREWS
ARE
HUSKY HOISTERS

BETTER BUILT THAN IMPORTED JACKS

Reliable Jacks bear the name SMART

JAMES SMART PLANT
BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

DAVIDSON'S Stoves and Ranges MADE IN CANADA THE SEAL OF DURABILITY

"Cold Pack" Process

One Size Only

Home Preserving and Canning Outfit

Comprising one 18-quart Enameled Cook Pot with Wire Rack to hold six 1-quart jars, which lifts out bodily without fear of breakage.

SPECIAL FEATURES

Size of cook pot (In Enameled Ware—The Clean Ware) Top 13 inches. Depth—9¾ inches. Fitted with Enamel Cover

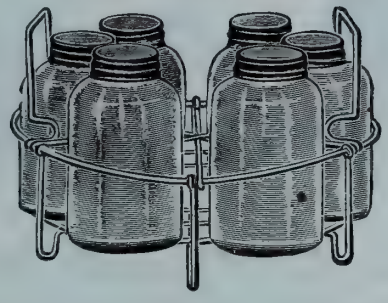
1. The jars are kept above the floor of the boiler, allowing free circulation of the hot water and preventing the bottles from cracking.

2. Each single jar can be removed separately without interfering with the others.

3. Six one-quart jars of either fruit, vegetables or meat can be handled and operated at one time.

4. When not in use as a canner, the large enameled round kettle can be used for other cooking requirements.

5. It represents a plain, strongly-made, efficient kitchen tool which increases the efficiency of the cook, and tends to improve the flavors and food values of the varied products which can be prepared in the canning way.



This Simple Equipment makes Canning a Joy Instead of a Task

Fruit juices, marmalades, jellies and all preserves, vegetable or fruit, are greatly improved if canned in the cold pack way. The fresh, garden taste has not been destroyed, the natural color of the fruit is preserved, and none of the food value is lost. Everything is evenly and perfectly cooked. The use of this outfit makes home canning certain of success. An attractive, bright colored tag is attached to each rack, giving full instructions as to how it is to be used and operated.

These outfits are supplied in two colors: **COLONIAL (Grey) and PREMIER (Blue)** with white lining.

A complete equipment in any brand of Davidson's PREMIER Enameled Ware makes housework easy at preserving time.

Let us have your enquiries.
Prompt shipment guaranteed on early orders.

The Thos Davidson Mfg Co Limited

Makers of the PREMIER Enameled ware of Canada
Established 1860

Head Office : MONTREAL

Branches : TORONTO, WINNIPEG, CALGARY, VANCOUVER

DAVIDSON

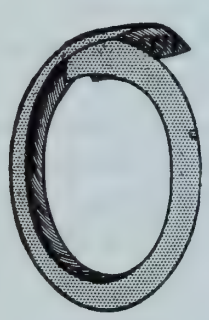
If interested tear out this page and place with letters to be answered

Customers Prefer

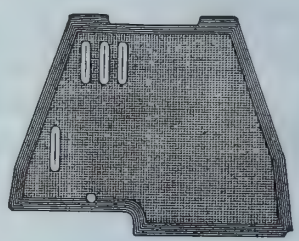
TRADE MARK GP BRAND

"GUTTA PERCHA" ACCESSORIES

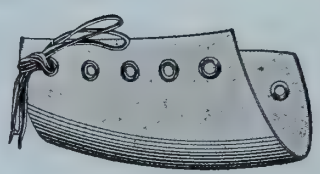
Not only Because of their Exceptional Merit but Because the Name and Brand are Made Familiar by Continuous Advertising



Reliners



Heatproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

As a merchant you are well aware of the comparative ease of selling a familiar, well-known brand. It is natural for people to feel more favorably disposed toward a brand with which they are familiar than toward a strange name and product.

When you put a "G.-P." product before your customer, he recalls his agreeable experience with other products bearing the "G.-P." trade-mark so familiar in scores of advertising mediums. The familiar, friendly trade-mark helps your salesmanship and closes the sale quickly, without argument. This speeds the turnover of your invested capital, keeps down selling cost, and increases your annual net profit.

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

Westinghouse

Turnover Toaster

A turn of the Knob turns the toast

No danger of burning the fingers

Demonstrate to your customers how easy it is to make crisp toast on this toaster. Show them that the bread need not be touched, from the moment it is put on the toaster until it is taken off—toasted.

Tell them, also, about the convenience of the flat surface on top of the toaster for keeping the toast hot or to heat plates, keep the coffee or tea hot, etc.

The Westinghouse Toaster-Stove should be on every breakfast table.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Building.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops :

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.
VANCOUVER—1090 Mainland St.
TORONTO—366 Adelaide W.
CALGARY—316 3rd. Ave. E.

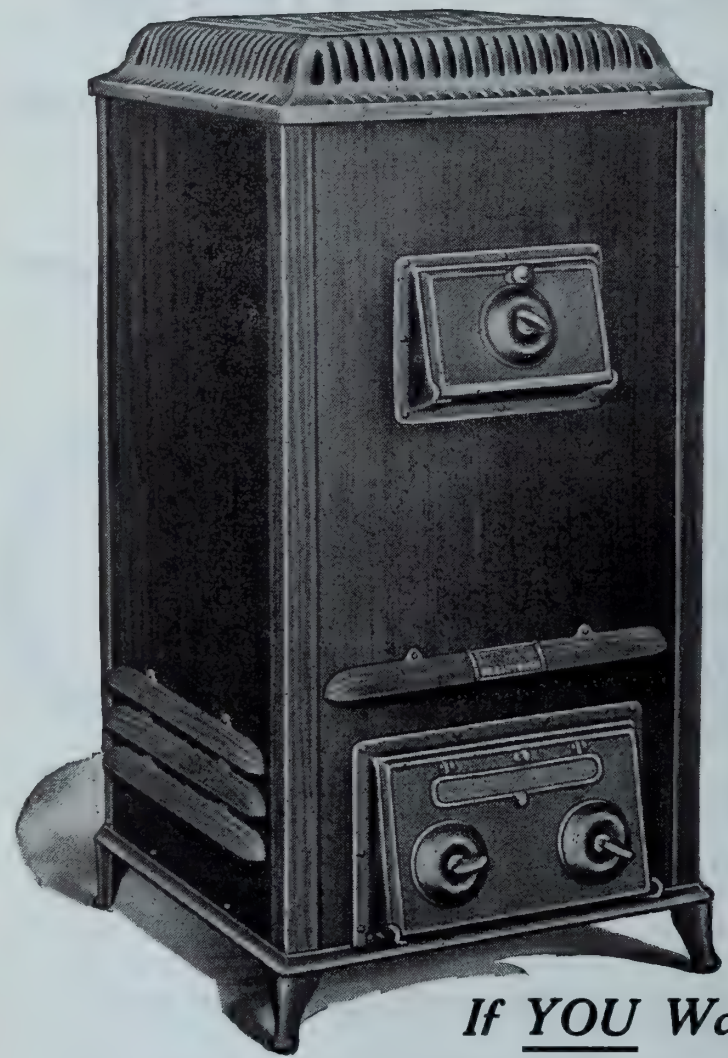
CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered

It's a Furnace—not a Stove

SOUVENIR SUPER-HEATER

SUPPLANTS OLD METHODS OF HEATING MEDIUM-SIZED HOUSES



The Souvenir Superheater is one of the greatest achievements ever known in the history of stove building. It is built on an entirely new principle, and is not a stove, but a practical and efficient warm air furnace that heats 3 to 6 connecting rooms. Looks like a costly mahogany cabinet; adds charm to a well furnished room. Supplants all old time heaters. Consumes little fuel and sells at sight.

Who'll Meet The Demand In Your Town?

A LARGE AND PERMANENT DEMAND FOR THE SOUVENIR SUPERHEATER IS ASSURED

Owners of small and medium sized houses and bungalows will welcome this furnace. It means comfort to them at low cost. It is also ideal for heating stores, offices, halls, etc.

If YOU Want the Agency

write or wire us to-day—because we will appoint one dealer **only** in each town.

Our dealers get real co-operation, too. We advertise extensively and mail attractive folders to prospective purchasers. Now is the time to be lining up fall sales. A Souvenir Superheater on your floor will sell itself many times over. It will burn soft coal, hard coal or wood and in the event of a coal shortage this winter, of which there is every indication at present, the Superheater will keep the house warm and comfortable with a minimum of coal or with wood alone if necessary.

The Hamilton Stove & Heater Company, Limited

Hamilton, Ont. Successors to GURNEY TILDEN CO., LTD. **Winnipeg, Man.**

J. E. Maranda,
Quebec Traveling Representative,
St. Hilaire, Que.

Vancouver Representative:
1073 Hamilton St., Vancouver, B.C.

Marshall Wells Co., Ltd., Winnipeg
Distributors for Manitoba, Saskatchewan, Alberta and British Columbia.

If interested tear out this page and place with letters to be answered

SCREWS

WOOD & MACHINE SCREWS

For Every Requirement

Iron, Steel, Copper, Brass and Bronze. Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Avoiding Heavy Investment

So rapid is the turnover when you sell our standard brands of files that your investment is quickly turned into cash — with a good profit.

You do not require large stocks — your jobber can supply you at short notice, for we carry large reserves to meet sudden demands.

Known to file users as the standard these files sell themselves, bringing you steady profits.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

GOODELL-PRATT

1500 GOOD TOOLS

BIT BRACES

New low prices on this high grade line of Bit Braces went into effect on July 1st. You can't afford to overlook them.

GOODELL-PRATT COMPANY

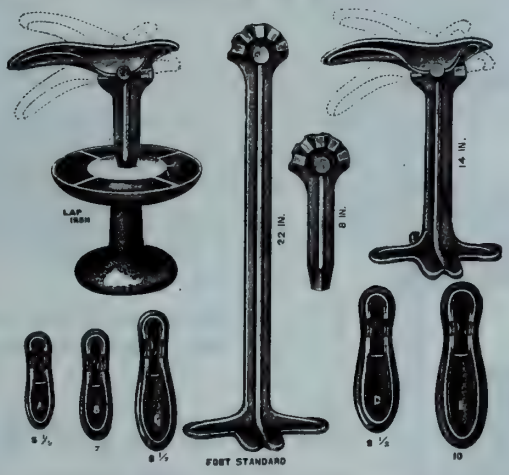
Toolsmiths

Greenfield, Massachusetts, U.S.A.

COBBLER SETS

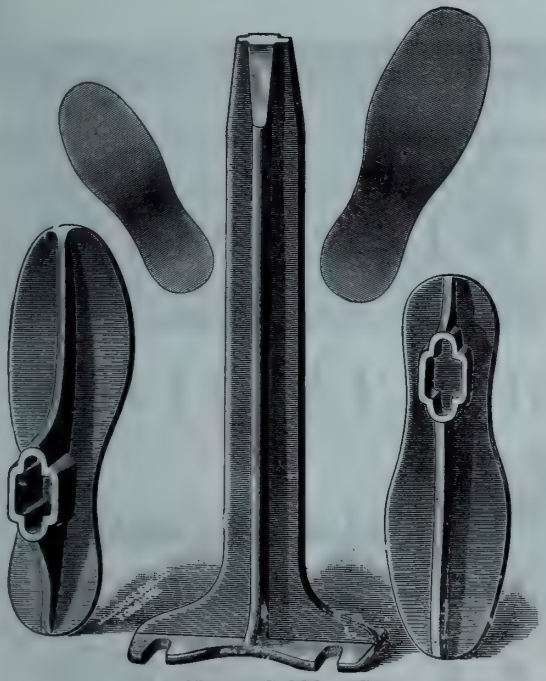
"T-F" QUALITY

Our general catalogue lists Cobblers' Outfits, Shoe Holders and Cobblers' Fittings, Riveters, etc.



Cobblers' Fittings with Adjustable Lasts

—Good business can be developed in cobbler sets if you'll only let your customers know you have them.



The Home Cobbler Set

If your jobber does not handle T.-F. Cobbler Sets write us for prices.

The "Ontario" Repairing Outfit

TAYLOR-FORBES Company

Head Office and Works
GUELPH, ONT.

TORONTO MONTREAL VANCOUVER
QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

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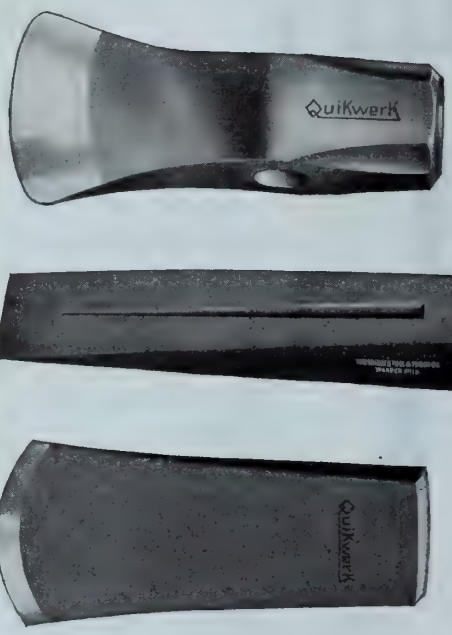
QuiKwerK TOOLS



Wood Choppers' Tools

EVERY tool we forge must help maintain our reputation in the tool business—and yours. Did you ever hear a user of Quikwerk Tools question their excellence?

Keep a good Stock of QUIKWERKS—they'll keep good customers for you.

The Warren Tool & Forge Company

234 Griswold Street - Warren, O.

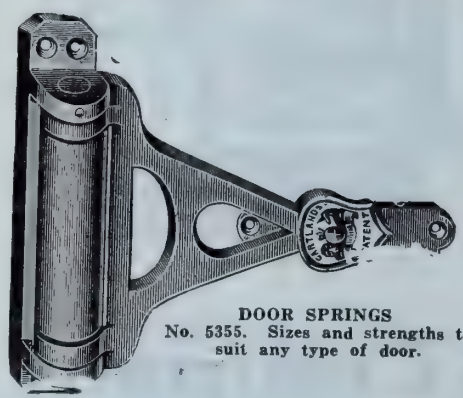
James CARTLAND & Son, Ltd.

Birmingham, Eng.

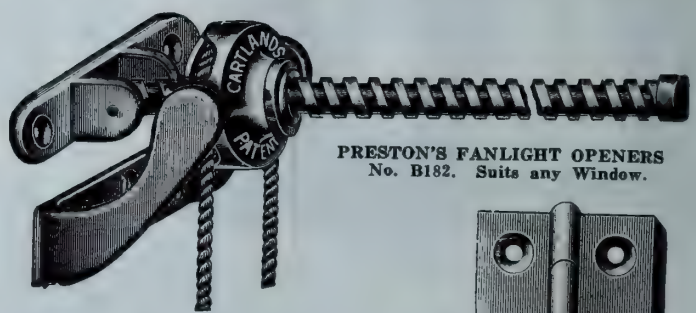
Toronto
G. SMITH
18 Stair Buildings.

Winnipeg
R. R. SUTHERLAND
402 Confederation Life Buildings.

BRASS FOUNDRY SPECIALITIES

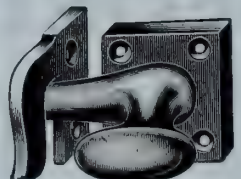


DOOR SPRINGS
No. 5355. Sizes and strengths to suit any type of door.

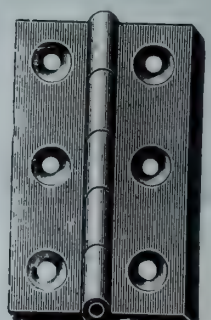


PRESTON'S FANLIGHT OPENERS
No. B182. Suits any Window.

SOLID-DRAWN SOCKET BOLTS
No. 4601. All Standard Sizes in Stock



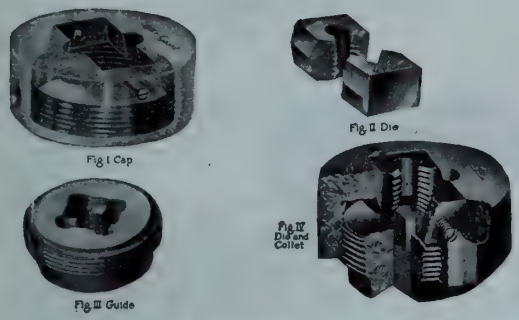
CASEMENT FASTENERS
No. B1344



MACHINE-MADE AND CAST BUTT HINGES
Stock kept for Every Requirement.

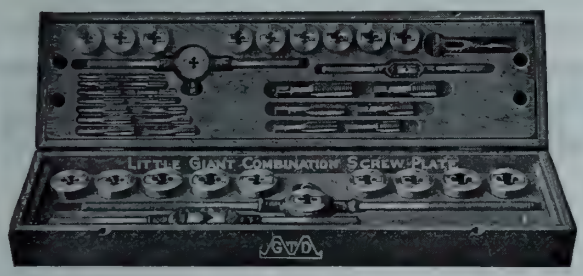
Little Giant

SHOULD BE ON YOUR SCREW PLATES



"Little Giant Die and Collet"

Every genuine **"Little Giant"** Screw Plate has a **"Little Giant"** Die in its collet for every cutting size. The illustration above shows the superior construction of the **"Little Giant"** Die. Notice its reversible feature, the double bevel on the die, which allows the user to thread through the guide or from the face of the collet as desired.



A **"Little Giant"** Screw Plate is a set of threading tools which are a source of satisfaction to the owner. Every part is well-made, accurate and enduring. The set is put in a varnished and oiled hardwood box which will last indefinitely.

"The sort of threading tools that make friends."

REG. U.S. PAT. OFF. GTD

THE MARK OF SCREW-CUTTING EXCELLENCE

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

GTD **Taps, Dies, Reamers, Twist Drills, Screw Plates, Gages, Pipe Tools.**

Easy to Sell-

STARRETT

T-Handle Tap Wrench No. 93

It's easy to sell tools when you have tools that fill a definite want. Take this new Starrett No. 93 T-Handle Tap Wrench, for instance. Here's a tool that's easy to sell because it's got so many uses, more people **need** it. And it's such a handy, efficient little wrench for holding practically any small tool to be turned by hand, that it's an easy job to make people **want** it.

Fully described and illustrated in special Supplement to Starrett Catalog No. 22 "M.A" showing latest Starrett Tools. Write for copies, and get a line on some tools it will pay you to push.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

42-326

Sell Starrett Tools

If interested tear out this page and place with letters to be answered

WELL CHAIN AND PUMP CHAIN

Well Chain
Dominion Twist Link Pattern

This Well Chain is vastly superior to rope, being durable, sanitary, easy to handle and more economical in the long run. It is furnished in standard patterns and sizes and with either S.R.P. or Hot Galvanized Finish. The S.R.P. Finish is produced by a special process of zinc electroplating, which provides an exceptionally good protection against rust.

"Acco" Pump Chain

Well Chain
Tenso Pattern

Dominion Twist Link pattern is furnished in sizes No. 2/0 to No. 3 inclusive, and is packed in kegs of 500 feet. "Tenso" pattern is furnished in sizes No. 4/0 to No. 1 inclusive, and is packed on reels of 250 and 500 feet.

"ACCO" Pump Chain is especially recommended for use in bucket pumps. It is a simple matter to open the links to make adjustments or attach buckets. The chain is Hot Galvanized after forming, making a special finish, which assures maximum service.

Supplied in standard sizes No. 5 and No. 6. Packed in kegs of 100 lbs. or in casks of 500 lbs.

DOMINION CHAIN COMPANY
Limited

D.C.C.

NIAGARA FALLS, ONTARIO

D.C.C.

ATKINS Sterling Quality SAWS

Present Conditions

Present conditions are such that you cannot afford to lose a sale by not having what the customer wants. They are calling for

ATKINS STERLING QUALITY SAWS

by name and number. Can you supply them?

Check over your stock today—see if you have Atkins No. 53 and 51 saws and our other popular numbers. If not, send in your order at once as you are going to need them. Ask for the latest catalog, descriptive of

"A Perfect Saw For Every Purpose"

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B. C.

If interested tear out this page and place with letters to be answered

Of Course It's Efficient and Dependable

Fig. 720

—*It's a JENKINS Rapid Action VALVE*

It isn't possible for you to give your customer a more satisfactory quick-opening valve than this genuine Jenkins Model.

Particularly adapted for laundry service these Rapid Action Valves save valuable time in filling washers. They open full with one-quarter pull of lever and stay open automatically. A slight pull on lever and they are closed tight. No leakage. No water waste.

Jenkins Rapid Action Valves are made for use in laundries, garages, creameries (for bottle washing), shower baths, steam pressing tables and wherever else a quick-opening valve is needed.

Write for prices and descriptive literature.

JENKINS BROS., LIMITED
103 St. Remi St., Montreal
TORONTO WINNIPEG VANCOUVER

European Branch:
6 Great Queen St., Kingsway,
London W.C. 2, Eng.

Jenkins Valves
SINCE 1864

TRADE FRAIM MARK

A Substantial Spare Tire Lock

No. 574
Actual Size

Every motor car owner is willing to spend money to safeguard his spare tires. Here is a substantial lock to meet that nation-wide need that can be retailed profitably from 85 cents to $1.00 each.

This lock has a shackle especially made to fit the tire carriers furnished with the Ford, Buick, Hupmobile, Oakland, Overland, Reo, Liberty and other popular-priced cars. It is made of cast brass highly polished and the shackle, which is adjustable to several openings, is of steel with rustless black finish.

FRAIM *Means Security—Economy*

Our complete line of Padlocks and Night Latches is shown in our No. 28 Catalog, a copy of which we will be pleased to send upon request.

Order from your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
LANCASTER, PENNA., U.S.A.

Canadian Representatives :
COHOON & PUGH, 11 St. Sacrament St., Montreal
A. E. HANNA, 218 Portage Avenue, Winnipeg

If interested tear out this page and place with letters to be answered

London Mills

Manchester Mills

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N.1.

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London,
Codes ABC. 5th and Bentleys

Patent Plaited Cords
Sash, Halyard & Log Lines
Venetian or Veranda Cords
Glacie Blind & Picture Lines

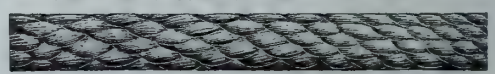
Solid Braided Cords
at
Ruling Market Prices

Endless Cords for Fanlight Openers

AGENTS not yet appointed. Orders and enquiries only entertained through recognized Indent Houses.

Insist on (AUSTIN'S) makes where Strength and Durability are required.

PROPELLER SOLID BRAIDED COTTON SASH LINE AMERICAN SIZE Nº 8



PROPELLER PROOFED SOLID BRAIDED COTTON SASH LINE, AMERICAN SIZE Nº 9

AJAX WATERPROOF TROLLEY CORD AMERICAN SIZE Nº 10

BIGGER HEATER BUSINESS

"NATIONAL" Two-Hole Top. A New 1920 Pattern. Made in two sizes, Nos. 3 & 4. Ten styles. Note OFFSET PIPE COLLAR, allowing larger cooking surface.

Better Heaters for your customers means bigger business for you.

National Cooking heaters satisfy. They are carefully made and carefully finished. They are distinctive. The offset pipe leaves the top clear for use.

A clean money maker for dealers.

Better write for our Prices on :

"Radio" "Regal" "National" and "Alliance" Heaters and Cook Stoves.

Lamarre & Co. LIMITED

St. Remi, Quebec

If interested tear out this page and place with letters to be answered

This illustration from a recent Imperial Polarine advertisement is typical of advertising which is now running in every section of Canada. It will pay you well to tie up to this advertising and make your store Imperial Oil "headquarters" in your territory.

Your Opportunity

The Imperial Chart of Recommendations, flanked by a prominent display of the familiar litho-sealed cans containing the five grades of Imperial Polarine, is a constant reminder to customers of their lubricating requirements. In fact, many hardware dealers tell us that their oil sales have jumped at least 20 per cent. since they started featuring Imperial Polarine and selling it by the Imperial Chart of Recommendations. A marked increase in sales of staple lines has also been noted.

More than 8 out of every 13 car, truck and tractor owners use Imperial Polarine Motor Oils exclusively. Many of them are already your customers and you can attract many more if you go after their business.

Ask our salesman to supply you with the Chart of Recommendations for your wall. He will also be glad to tell you about the other good dealer helps which are available for boosting your sales of Imperial Polarine Motor Oils.

IMPERIAL
Polarine
MADE IN CANADA
MOTOR OILS

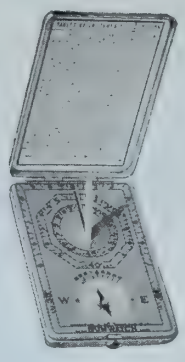
The Sign of a Profitable Oil Business

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

T-3222

Compass and Sun-Dial



Retail Prices
$1.50

Trade Prices:
Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company of Canada, Limited

DEPT. 3

Yonge & Wellington Sts., Toronto, Ont.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

Automotive Wrenches and Accessories

We can help you in handling auto accessories. Every hardware merchant purchasing our stock orders "G" and "H" will receive Display Boards, "G" and "H," which show SOCKET AND FLAT WRENCHES in various styles.

Superior in Quality and Construction.

Our Sockets cannot loosen on the stem.

Made by new patented process.

Write for description of the workmanship; it will please you.

Manufactured by

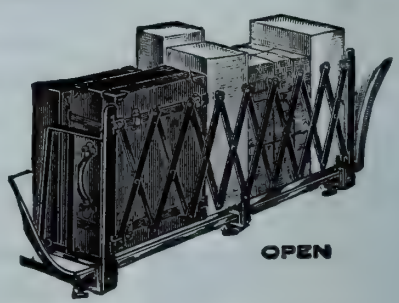
The Gray Ball Bearing Co.
Limited

686 -692 St. Clarens Ave. - Toronto

An ADAMSON PRODUCT

For Sale by all Jobbers.

Patented in Canada Sept. 21, 1921
Infringers will be Prosecuted



STANDLEY

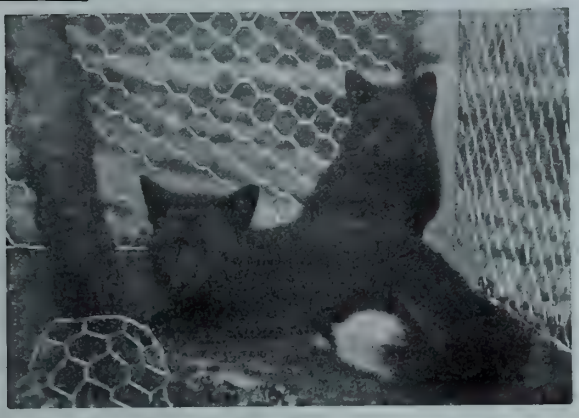
TYPE A—Carrier, $5.00 TYPE B—Carrier, $4.00

Adjustable Luggage Carrier, for suitcases, parcels, etc. Being adjustable to amount of baggage, there is no bouncing. Fits any car and can be put on without tools.

Adamson Manufacturing Co.,
Hamilton - Ontario

B.P. BRAND
WIRE NETTING

Black Fox Netting a Speciality



IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature Enquiries invited.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

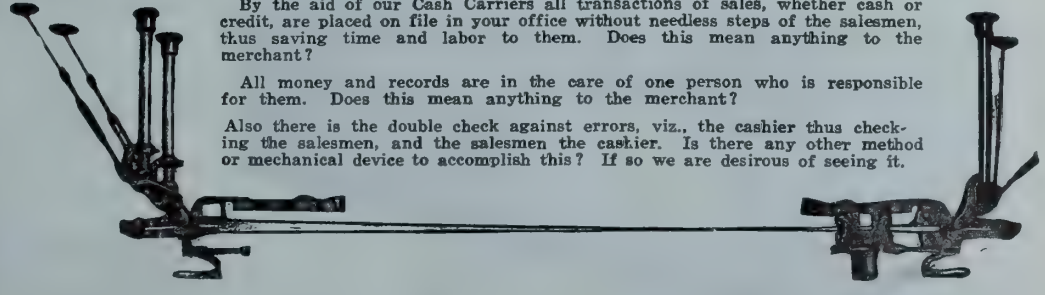
The Everlasting Veneer Toilet Seats

This is the strongest and cleanest toilet seat made. There are no cracks —made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?

CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.

Why not have a double check on all sales? All kinds of Cash and Parcel Carriers and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited
131 Sumach St., Toronto, Ont.



By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesmen, thus saving time and labor to them. Does this mean anything to the merchant?

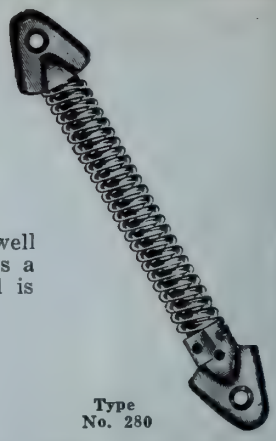
All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method or mechanical device to accomplish this? If so we are desirous of seeing it.

If interested tear out this page and place with letters to be answered

TRADE **CHICAGO** MARK

SPRING HINGES



The "Reliance"

The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring. It is profitable to the dealer.

The "Chicago"

Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.
Is your stock complete?

Type No. 270

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36

Type No. 280

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
Windsor

New Prices on

TORONTO Gendron CANADA

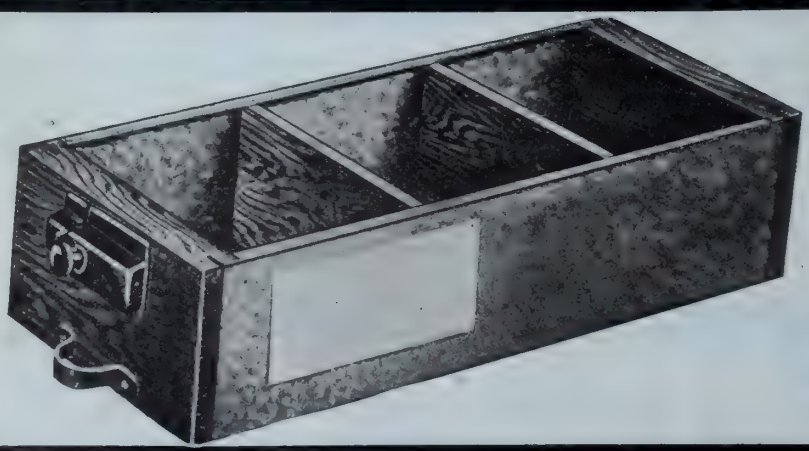
Bathroom Fittings and Hardware Specialties

We are glad to be able to announce to the trade a general reduction in prices on bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines is over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

The Gendron Mfg. Co., Limited
Duchess Street - Toronto



These Help You Serve Customers Better

Cameron Metal Shelf Boxes save space; they look well; they are practically indestructible.

Cameron Metal Shelf Boxes can be had in any size you require and with or without divisions. Note depression on side of box for price slip. Sample boxes on Application.

Write for Catalogue.

Cameron
74 Logan Ave.

C & Co.

& Company
Toronto. Ont.

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

May we quote you on

Monarch Brand

NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

Black Diamond Files

for dependability

Dependable tools are essential to a good job. That's why you find Black Diamond Files in the tool kits of experienced file users. They are satisfactorily sharp, keen tempered and durable.

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

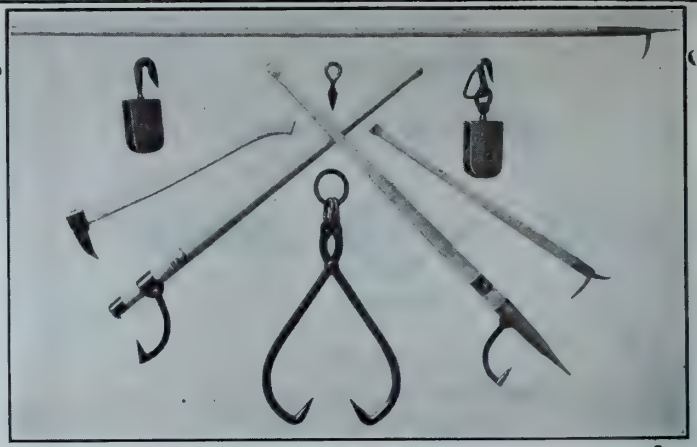
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

EASTERN REPRESENTATIVES

Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal

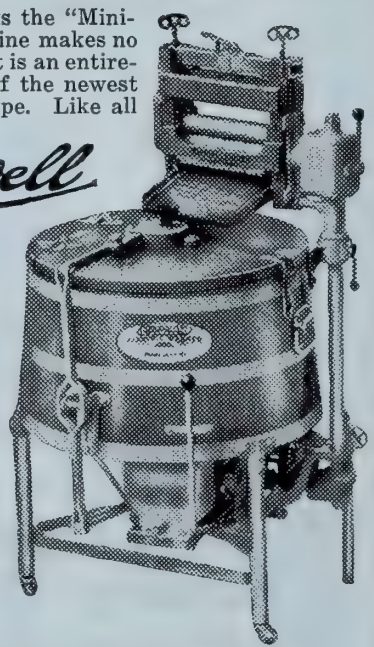


IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED

St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co.
290 St. Paul St. West.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

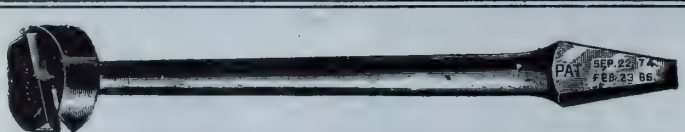
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

WHEELER & BAIN, LTD. TORONTO



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Keep Canada Prosperous

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last twenty years, has earned a reputation

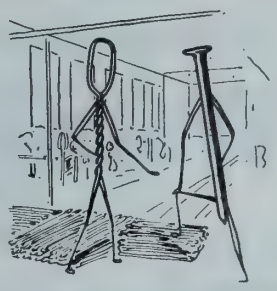
For Quality that Satisfies

Send In Your Order Now.

London Rolling Mill Co.
LIMITED
LONDON, CANADA

Sales Agents:
Western Canada, Bissett & Webb, Ltd., Winnipeg

SAYS W. N. TO B. T.



"Though I'm often hard driven, I'm never broke. Can you beat that?"

SAYS B. T. TO W. N.

"No, but I can Tie it."

Everything in Wire and Wire Nails. Best Bale Ties for all kinds of baling.

--THE--
Laidlaw Bale Tie Co., Ltd.
Head Office and Works:
HAMILTON, ONTARIO
Say "Laidlaw Products" to your jobber.

FRANK WOOD
LIMITED
Helm Works, Arundel St.,
SHEFFIELD
CODE: A.B.C., 5th Ed. CABLES: "Expedite" Sheffield

Table Cutlery & Carvers
in
Ordinary or Stainless Steel

Carvers in Cases a Speciality
Cabinets of Cutlery
Spoons and Forks
Fish Eaters
Small Case Goods

Implement Sheds Are Locked With

CANADA
AND
VICTORY
Padlocks

They are the most substantial padlocks made for the money.

They are extra heavy and strong—and they are the best—that's all.

Besides they are made in Canada.

Your jobber has them.

C. O. CLARK & BRO.
Montreal - Quebec

If interested tear out this page and place with letters to be answered

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

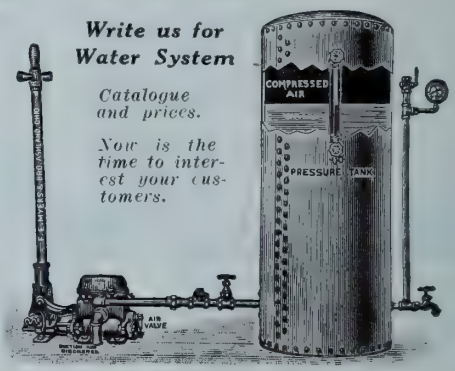
PNEUMATIC WATER SUPPLY SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep. The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System Catalogue and prices.

Now is the time to interest your customers.



THE STEEL TROUGH & MACHINE CO., LTD.

TWEED, ONT., CANADA

PAPER BAGS TWINES

Walter Woods Limited

Hamilton Winnipeg

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

SUPER NICKEL

PRACTICALLY STAINLESS

SOMETHING QUITE NEW IN SPOONS AND FORKS

Have you seen these? They are made of a special metal alloy which is practically

STAINLESS

An excellent selling line as it appeals to all Housewives

Another Economy in the Household, much less cleaning required If washed after use in hot water will retain the

LUSTRE

of a new article

Manufactured By

CHRISTOPHER JOHNSON & CO.,

WESTERN WORKS : SHEFFIELD, ENGLAND

Canadian Representatives:-

F. SARA & CO., 1309 12th St. West, CALGARY

W. H. Thackeray 10 Victoria Street, Montreal

The Publisher's Page

TORONTO AUGUST 5th, 1922

Success that Fails

Not quite a year ago, states Printers' Ink, a company making a long line of products selected one of them as a leader, advertised it extensively, put a powerful sales effort behind the advertising and got distribution in about sixty days. The campaign continued for a number of months after this and was very successful.

Under the impression that its market had been won, the company relaxed effort. The advertising campaign ran its course and stopped. Dealers lost interest. The manufacturer's sales force had nothing to talk about and was obliged to stand aside while competitors stepped forward and took orders. Today the company's advertised leader has disappeared from public view. Dealers with stocks on hand are incensed and the company is inclined to feel that the venture was a failure because it did not carry on of itself.

The product was right and the company made money on the campaign while it lasted. The failure came to pass from poor judgment and insufficient knowledge of advertising as a business.

The moral is so obvious that it scarcely needs pointing out, save for one thing: There are some people who remember the campaign and class it as a failure of advertising because they are unacquainted with the facts.

Plenty of advertising campaigns have failed on account of an imperfect product, a poorly planned campaign or an unwise use of advertising funds. But the campaign here referred to failed because it succeeded too well.

Let advertisers who are dabbling at it, who have not yet learned that advertising requires brains as capable as for manufacturing or engineering, find encouragement in the fact that going into advertising is exactly like going into business.

More prospective advertisers would be advertisers could they think of advertising as of business. There is one concern that has made a phenomenal success of house-to-house selling. While the success of this company is due in a large measure to its national advertising, back of the advertising there is a sales policy, a solidly built field organization and a system of reward and advancement. Scarcely a week passes that some small concern, attracted by the success of this large organization, does not approach an advertising agency and ask for a plan that will enable it to duplicate the success of the larger company. It could use the same advertising, had it the money, and the advertising might bring in the business, but success would lead inevitably to failure without an organization to handle the business obtained.

Advertising entails responsibility in exact proportion to its success. The concern first mentioned above did not fail at all—it decided to stop succeeding. That is an entirely different thing from failure. The other company did not want to be a success merely, but laid its plans to keep on succeeding.

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

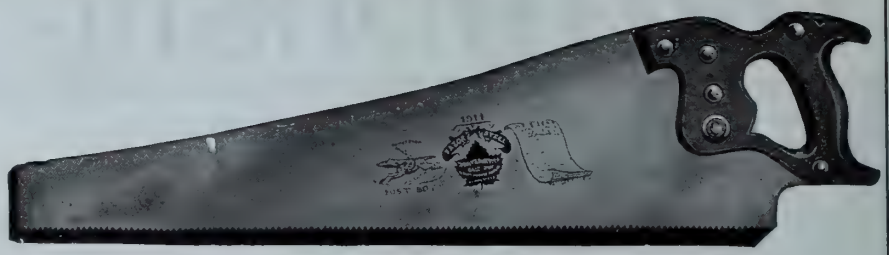
MAPLE LEAF HAND SAWS

First in Quality and Sales

The first choice of the experienced mechanic when buying saws is the Maple Leaf Hand Saw. He knows he can rely upon it to give the maximum service.

Made in Canada by

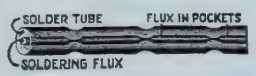
Shurly-Dietrich Co.
LIMITED
GALT - CANADA



The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features. Steel blade extends through handle. Unbreakable.

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

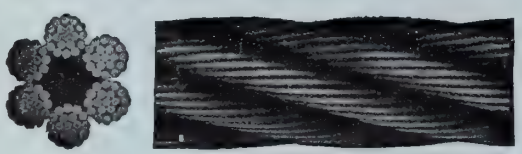


Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave. Chicago, U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Cash in on this Counter Display

This handsome three colored display contains six "SELFBLO" torches. It is FREE on each order of six SELFBLOS.

That retail at $2.50 each

One of these displays on your counter will start you in a bigger torch business than you've ever had.

The SELFBLO torch is the most practical tool, and needed in every mechanic's kit. Light the wick and in twenty seconds there's a flame of 1400.

Order a Display To-day

HUNT-LASHER CO. Inc.
LYNN MASS.

Canadian Representatives:

Walkley, Moncur & Co., Montreal

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

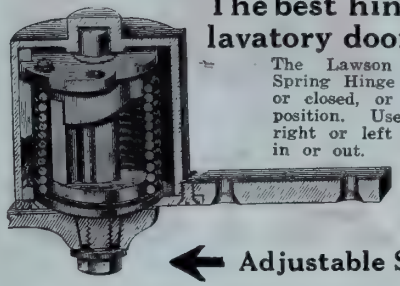
No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

"UNIVERSAL"
PIVOT SPRING HINGE



The best hinge for lavatory doors

The Lawson "Universal" Pivot Spring Hinge holds the door open or closed, or at any intermediate position. Used equally well on right or left hand doors, opening in or out.

Sagless
Adjustable
Alignment

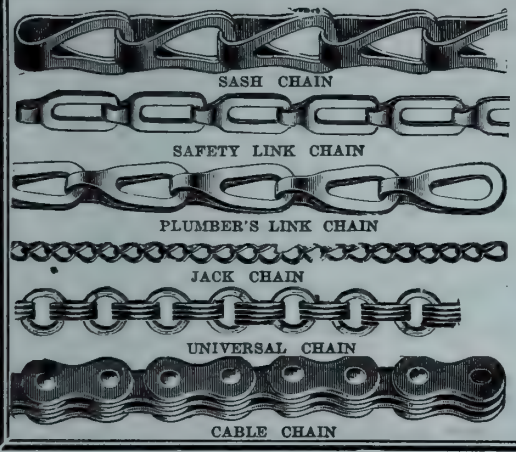
← **Adjustable Spring Tension**

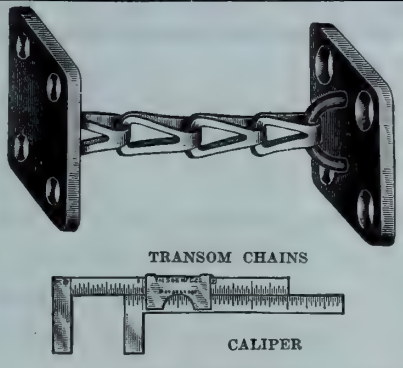
YOU never saw a finer spring hinge than the Lawson Universal. Instantly adjustable to any desired position.

Write to-day for catalog, prices, terms.

Canadian Representatives for Ontario, Quebec and Maritime Provinces:
SMITH-STEWART CO.,
London Loan Bldg. LONDON, ONT.

LAWSON
MANUFACTURING COMPANY
230 W. Superior Street, Chicago, Ill.



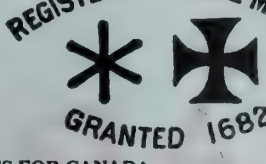


THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.



SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

DISSTON
HAND SAWS

THE SAWS MOST CARPENTERS USE

ALL MODERN AND NEW MACHINERY

All the machinery used in the manufacture of DISSTON Handsaws in Canada was specially made up at the Philadelphia factory, and embodies the latest improvements in saw-making machinery.

A staff of specially trained mechanics from the Philadelphia factory is in charge of each operation through which a saw passes during manufacture.

All the material used in the manufacture of the famous DISSTON Handsaws is melted and rolled at the DISSTON mills at Philadelphia, and is unequalled for quality.

These conditions assure the maintaining of the famous DISSTON quality, WHICH IS THE STANDARD FOR QUALITY THE WORLD OVER, AND HAS BEEN FOR OVER 80 YEARS.

A MATERIAL REDUCTION IN PRICE

NOW MADE IN CANADA

If interested tear out this page and place with letters to be answered

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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H. V. TYRRELL, General Manager.

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Strikes Affecting Hardware Prices

Railway Strike May Be Less Serious Than Shortage of Cars Due to Lateness in Moving Grain—Miners Would Rather Sell Small Part of Output at Big Profit Than Large Turnover at Small Margin—Sydney Coal All Right for General Heating But Little Use to Steel Mills

EDITOR'S NOTE.—The continuation of the coal and railway strikes this week and the probable effect of their continuation, upon hardware prices, is the subject of prime importance to retailers particularly as higher prices on galvanized sheets and bar iron and steel this week are attributed in some degree to the effect of these strikes. While it is difficult to secure definite data on the effect of these labor unrests, the following interviews will serve to throw some light on the subject:—

A. T. ENLOW. president Dominion Sheet Metal Corporation, Hamilton, Ont., states:—

"Regarding the possibility of the supply of sheets being hampered by present coal and railway strike situation in the U.S., we are of the opinion that the railway end will take care of itself very satisfactorily in the near future, but that a shortage of cars will develop with the grain movement in the U. S. and Canada and that we will before many weeks be up against the old car shortage problem which means that material already made will lay in the mills and cannot be shipped.

"The coal feature is a much more serious one as both the miners and operators seem to agree that nothwithstanding the President's appeal no actual assistance will be given to start up mining and shipping.

Miners Prefer to Loaf

"Apparently all the government can do is to protect those who wish to work and if no one wishes to work, then there will be no production. Having lived in the mining country for a great many years, I would say from firsthand knowledge that the miners would just about as soon 'loaf' as work and there is no danger of them starving as long as any crops remain available in the surrounding district and as far as the operators are concerned they are the kings of profiteering and would rather sell 10% of their output at a whale of a profit than to sell it all at close margins.

"We therefore are inclined to believe that the situation in regard to the coal is very serious indeed and we may look for a restricted supply of galvanized and black sheets even though English sheets come in to a greater extent."

Depends on Duration

E. H. Gurney, The Gurney Foundry Co., Ltd., Toronto, states that the seriousness of the situation will depend upon the duration of the strikes. "The whole effect of the strikes makes for scarcity of material and stiffer prices because of higher costs. I believe that to-day any retailer has ample justification for anticipating his fall requirements."

Col. W. M. Gartshore, president of the McClary Manufacturing Company, in discussing the business outlook for the coming months, and the situation created by the possibility of a coal shortage and a railway tie-up was inclined to be optimistic.

"We have coal supplies on hand sufficient to last us running full time for six weeks," he said, "and if we do not get any more we are equipped for using a certain amount of fuel oil and hydro so that I do not think we shall be so badly off. We have good stocks of raw materials on hand and will be able to take good care of all business until the first of the year. By that time things will, I hope, be in better shape. The general situation of course depends entirely upon how long the trouble continues.

Not Looking for Reductions

"Prices will depend on what happens. In view of conditions I am not looking for any reductions. Business has been going along nicely and while crop conditions in many sections are spotty I think there will be a good general harvest."

Asked regarding the matter of obtaining coal supplies from England, Col. Gartshore said it would cost, he believed, about $17 a ton to lay British soft coal down in London.

In further discussion of the effect of the coal strike and the threatened extension of the railway strike in Canada upon industry in general, and particularly the steel industry, with various producers in Montreal and district, Hardware and Metal is informed that while present coal supply is in most cases sufficient for some weeks, the question of further supply is now an important one. With deliveries of coal curtailed in the past weeks many of the larger users are working on reserve and stocks on hand which will last from four weeks to four months are reported by various firms.

Cape Breton Coal for General Industries

With no hope in sight for American coal, manufacturers are looking to other fields and locally our domestic mines in Cape Breton and the Welsh mines appear to be the most practicable sources of supply. Montreal is undoubtedly somewhat more fortunate than other Canadian industrial centres because of its geographical position and comparatively easier access to either of the above fields. Coal from the Nova Scotian mines is said to be of sufficient quality for general heating purposes required by the average manufacturer, and much depends upon developments there for future supplies.

With regard to present conditions at Sydney, the outlook is reported as none too promising. During the past winter months and even up to the present there has been much labor trouble with the result that production has been greatly curtailed. If manufacturers could be assured that producers

and mine workers would reach an agreement, greater developments might be expected and as far as industry in Eastern Canada is concerned, there would be little chance of a coal famine during the coming winter. It is understood that even now these mines are able to supply a part of the requirements of the New England States and here again is where the Canadian Government could assist domestic manufacturers by shutting off foreign shipments for the further supply of our own industries.

Steel Industry Harder Hit

"Coal from the Sydney mines, although of an inferior quality to that received from U. S. coal fields or Welsh coal will amply meet the requirements of heating purposes required by the average manufacturer," said an official of a local steel plant to Hardware and Metal. "Unfortunately, however, the steel industry cannot use this coal for cooking or gas purposes, because of the large amount of sulphur contained. Steel producers in Nova Scotia are able to use this coal because they have installed a system whereby they are able to wash the coal before turning it into coke for the manufacture of pig iron. It would be necessary therefore for it to undergo this treatment before we here could use it and to install a system whereby this process could be done would be too costly for relief from the present situation."

The intention then of local steel companies is to negotiate at once with overseas mines for their supply and this has already been done by various concerns. Welsh coal has the desired qualities for steel manufacturing requirements and if there is no settlement of the strike in sight immediately it is altogether probable that much coal will be on its way from overseas within the very near future. Naturally, importation must become quite extensive from now until the close of navigation if the requirements of next winter months are to be supplied. Whether ample supplies from this source can be secured is yet problematical, but steel manufacturers have every hope at present of relieving the situation to a considerable extent at least.

Western Points Less Fortunate

Either importing coal from overseas or bringing it from the fields in Nova Scotia might be practicable to points as far west as Western Ontario, according to another local official. Transshipping at Montreal to afford passage through the canal and enter the Great Lakes would mean to a manufacturer west of Montreal a considerable figure, but in the face of a serious shortage this procedure would be probably carried out. Dealing with points farther west, such as the head of the lakes and the Western Provinces, this manufacturer stated that it was his opinion that neither English coal nor a supply from the Maritimes would be of much use because of the long haulage and transportation costs. At the present time steel plants at the head of the lakes are using coal from Central Western States, and were doubtless giving the question of the coal strike more serious consideration than plants in the East. When further questioned regarding a shortage in the steel industry in later months particularly next winter, this official stated that for some concerns undoubtedly the problem would reach serious proportions, while with other steel plants a shortage was likely, but it was improbable that a famine would be reached.

Effect on Prices

Owing to the conservative buying methods during past months, stocks of iron and steel in general are now at a low level. Purchases have been made from hand to mouth since the commencement of the more active period during the spring months and even today buyers were not anticipating their requirements for future to any extent. Previous to strike conditions the industry was recognized as being on a healthier basis, but this was attained by actual consumptive requirements. With stocks in their present shape curtailment of production at the present time would almost directly reflect on the situation. This naturally would also have a direct bearing on prices and it would not be surprising to see a general stiffening of iron and steel, much more pronounced than has been evident during recent weeks.

Start a "Rotary Club" In Your Own Store —A Plea for Store Meetings

Written for Hardware and Metal by G. V. WHITE

"ROTARY," "Kiwanis," "Canadian," and other "get together" clubs for the general good, have long flourished and their success has proven their worth. Why not link up this successful plan with the retail store? Next to the home the retail store is the most "personal" of all communities. Its members spend one-third of their time together, and yet it is still very often without any common meeting ground and the staff without any means of first hand learning of aims, policies and company ambitions. Too often they know too little of the firm whose interests they are trying, but blindly, to serve.

No person can talk intelligently on a subject they know nothing about, and still in three quarters of the stores in this country the clerks—the company's representatives—are daily trying to explain to customers as best they can, why certain lines have been dropped and others substituted; the special reasons for taking certain agencies; why deliveries are slow, and a hundred other things which they are given no opportunity to know.

The loss is the company's, not the employee's. Not only does it cause clerks to constantly but unintentionally misrepresent, according to his own imagination, but the management injures itself by failing to keep in close touch with "the personal link" between the store and the buying public.

There is little dead stock in the store that holds weekly meetings where all get together as members of one common staff with one common interest, namely the good of the company. The buyer has an opportunity to explain why certain goods are bought and to pass on the enthusiasm and selling ideas which he had in mind when the purchase was made. And in turn the salesmen can tell the management how the public like certain goods, any comments they have heard as to improvements or criticisms of store policies, etc. Complaints can be gone into and the benefit of general consideration in arriving at a solution.

The clerk invited to such conferences feels he is not there so much as a "hireling" as a company man and his interest will be greater. If you have never tried these store meetings I most heartily commend them to your attention. Get to know the members of your staff and you will be surprised to find the amount of interest they are desirous of taking in your business and how readily they will grasp the opportunity to improve their knowledge of merchandise and their general usefulness in the store. Such co-operation is necessary to success.

GAS CAN'T REPLACE COAL FOR HEATING

"Use of gas in coal furnaces as a substitute for coal for heating purposes is wasteful, extravagant, and out of question," said Arthur Hewitt, general manager of the Consumers' Gas Co., Toronto, when asked whether gas would serve any appreciable part in staving off a coal famine. "Special appliances would be necessary, and we have been working experimentally along this line with a view to gas as a substitute for coal for house heating, but the experiments have never been sufficiently developed—have never reached a point where gas could serve as a substitute. Another question is: Where would we get the extra coal when others can not get it?"

Hardwareman Wins in Competition For Business of Local Sportsmen

A Western hardwareman's window display which includes 350 rifles being a full assortment of different models and calibers of four different makes. The rifles were put in groups of five to ten of each kind with the size and selling price marked on a ticket. The mass idea overcame competition of an exclusive sporting goods store which boasted a wider choice for customers. Some helpful ideas for the arrangement of rifles are shown in this striking display.

HERE IS AN extensive display of rifles which offers a number of suggestions for showing rifles and such sporting goods of interest to the Fall hunter who will soon be starting out. There is, of course, a story underlying this arrangement of 350 rifles, and here it is.

A retail hardware firm located near the Rocky Mountains where there is a long season of hunting, was faced with some new competition in the form of an exclusive sporting goods store. The hardwareman did not object to the competition, but this particular sporting goods dealer made it his boast that he would put the hardwareman out of the sporting goods business entirely and that his was the only logical place to buy that class of goods because he carried the stock and could give wider selection.

The hardwareman arranged this window containing a full assortment of different models and calibers of rifles as made by four different manufacturers, to show that he too could offer a very wide selection in sporting goods. The rifles were put in in groups of five to ten of each kind with the size and selling price marked on a ticket.

The same idea of mass displays was carried out in different seasons with fishing tackle, baseball goods, etc., and it was only about two years until the competition of the sporting goods store was definitely reduced to the stage where no danger existed.

The hardwareman who conducted this plan stated to Hardware and Metal that a big moral is involved in the success of this plan. It definitely indicates that mass grouping of stock to indicate an extensive range offering wide selection is one of the important elements in retail merchandising. No doubt it is part of the secret of success of the department stores, chain stores and 5, 10 and 15 cent stores. In this particular case it became necessary to mass the stock for the purpose of showing that an equally wide range or perhaps a wider selection could be offered by the hardware store. It is not necessary to wait for such competition, however, for many mail order customers who are not anxious to send their money out of town do so because of the wide selection offered by the mail order catalog and the hardwareman might retain such business by showing that a proportionately large choice is available in his store.

Systematic Investment is the Only Way

Some Sane Advice to the Merchant on the Subject of Investment —The Man Who Saves $35.52 Every Month Starting at the Age of 30 Years, Will Have a Competence of $50,000 at 65 Years

By HENRY JOHNSON, Jr.

SAM Partridge, industrious young hardwareman, lifted the telephone receiver.

"Partridges," he said, in his usual attentive, ready-to-serve, well-modulated voice, and this came back to him over the wire in carefully measured unhurried tones:

"Mr. Partridge, this is Worthington Cranmer speaking, representative of Henry Blonson & Co., members of the Chicago and New York Grain Exchanges. I have opened offices in the Beck Block, directly across the street and should like to have the opportunity to invest a little money for you where it would make a nice profit."

Sam was a bit flustered, but also he felt flattered with the courtesy of Mr. Cranmer's address and a trifle unbalanced to find himself all at once in the class supposed to have money to "invest," but, though he talked a little with Cranmer, he did nothing further, except say he'd "drop in and see" Cranmer.

About a week later, Cranmer got on the line again and spoke thus:

"Pardon me for taking the liberty to call you again, Mr. Partridge, but the wheat market is very active to-day. Prices have been low and appear to be due for a sharp advance. Why not trade in a small lot—say a thousand bushels—and make a little profit on the side?"

Sam was swept off his feet and before he knew it he had placed "an order" to buy a thousand bushels and and promised to send over the require margin of $35. In the first interval of leisure, he took the money over himself and, nothwithstanding Cranmer showed him that the market already ha jumped half a cent so that he "made five dollars profit" in the three hours since he had placed his order, he had a scarey feeling as he parted with his coin.

The Sucker Always Loses

Sam's instinctive fright was correct premonition; for his "account" at Cranmer's showed "profits" and "losses," but the profits never came clean and the losses made further margins persistent.

Weeks followed during which Sam spent so much time in Cranmer's "office," neglecting his business in such noticeable fashion that he had to invent excuses. His nights were sleepless. Fo hours he lay restless or dropped into fitful slumber from which he awakened in a cold sweat from dreams of losing all he owned. His appetite suffered. He became fretful and snappy to his wife and the babies. Mrs. Sam could not understand her husband's moods.

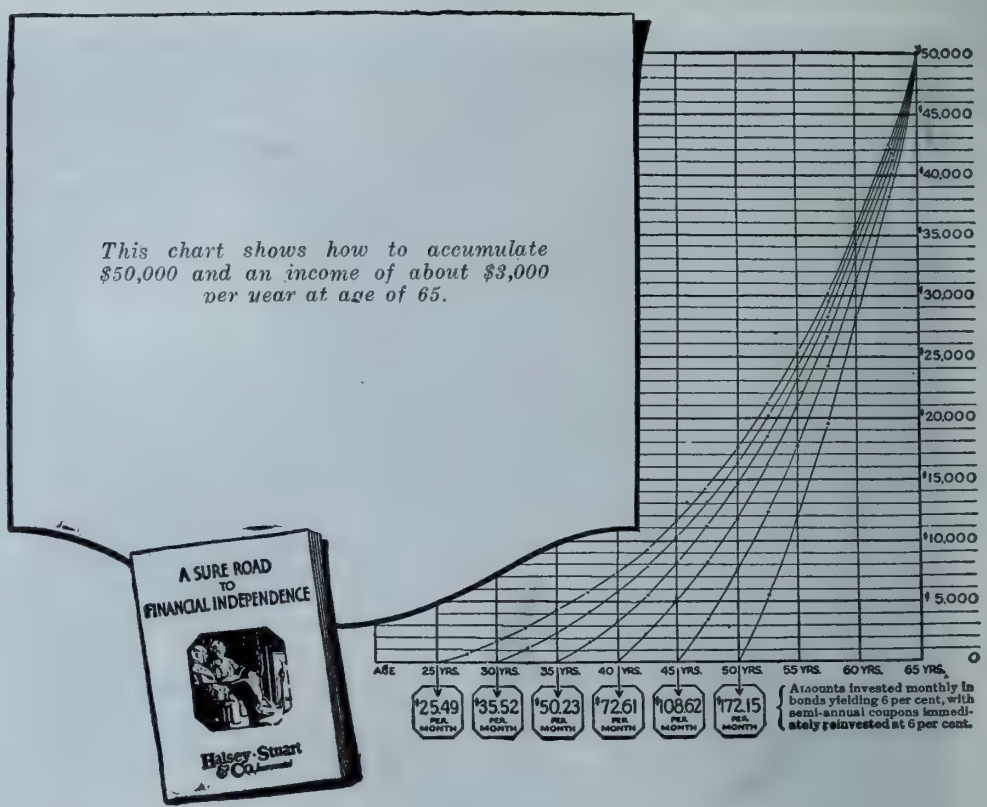
Finally, with a sudden slump in wheat he realized that he was some $700 to the bad. It was a sum he could in no way afford to lose, but he knew that to continue was to risk all he had. So he closed his account and took his medicine. His lesson was learned. He had paid a stiff price, yet his experience was cheap at the cost, for he had one wonderfully valuable fact:

That investment is not speculation! Cranmer always talked of "investment" but what he dealt in was pure gambling. Sam knew that now.

With the close of his account, Sam recovered his sanity. The pull was hard, but only a few weeks after he had regained his poise so that he could laugh even though a little grimly at something he saw in a comic sheet. It re thus:

"One trouble with having a run for your money is that it is such a long walk back."

It was some time before Sam had any spare money to invest; but when he did he really did invest it. He had the sense to consult his banker. He learned about sound bonds. He looked carefully before he leaped. He learned discrimination. He knew now that money accumulated by thrifty self-denial was too precious to risk on promises of alluringly high "interest" or "earnings" and that six per cent. is about the limit consistent with safety.



Shortly after the experiences I have outlined, Sam happened across a chance which pictured the potentialities of consistent savings and safe investment so graphically that any child could understand it. That chart I reproduce, and I urge every reader to study it with the greatest care for such study may readily result in the accumulation of a sufficient competence by many who otherwise would have little or nothing to show for their life work

Sam was still a young man. What struck him about the chart was the smallness of the monthly sum necessary to produce a handsome competence while yet any normal man's expectation of life would promise several years of independent ease.

By tracing the graphic lines carefully, one by one, he found that a man who began to save at thirty years putting aside $35.52 per month and who continued this without a break until he was 65, would then have the comfortable sum of $50,000. "Surely, such a sum—only $426.24 a year—can be put aside by any business man, and he will never miss it," he thought.

He traced the lines more minutely and discovered another important point: that such accumulations would result in his having $17,500 when fifty years

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Hardware Stores Forming Strong Chain of Service for Tourists now Visiting Canada

How Hardware Merchants Are Catering to Motorists By Supplying Needs for Gasoline, Oil, Automobile Accessories, Camping Equipment, Sport Goods, etc.—Regular Hours of Hardware Store Bring Business—45% of Hardware Stores Have Gasoline Pumps for Motorists

THAT the hardware trade offers a strong Dominion-wide chain of service to the motorist, is readily apparent from the large proportion of retail merchants now catering to both the tourist and resident automobile owner. Such a chain is comprised of the many individual hardware stores throughout the country where automotive equipment departments have been installed, and where the selling of gasoline and lubricating oils are connecting links in a uniform development which is fast receiving the general recognition of the motorist as a class.

While the marketing of auto accessories and other supplies through the hardware industry has long been recognized as a legitimate phase of the retail hardware trade in Canada, yet it is the universal adoption of this principle which serves to directly emphasize the proven service of the hardware merchant.

In addition to the sale of gasoline and oils and the opportunities thus provided for other incidental selling of various accessories, a service of this nature to motorists in general is looked upon as a more or less direct drawing card, for it is another means of bringing the buying public to that particular store to secure camping goods, sport equipment, etc. Many retail merchants have fully enlarged this type of service with the object of directly furthering the sale of other basic hardware commodities, and many report having noticed an increase in volume of sales since the installation of such a department.

The hardware trade in general, therefore, supplies a solution to the problems of the motorist in the constant need for gasoline and accessories.

Many Garages Just Temporary

A number of garages are of a temporary nature, being open for just a few months in the summer when such trade is at its best, and closing down for months at a time when cold weather decreases the volume of current business. Touring parties frequently report the early closing of some garages when the "quiet" period has arrived, while the regulated hours of the hardware store assure service during this time of the day, irrespective of the month or season. Comparatively, therefore, in cases of this kind, the hardware merchant has been found to be more reliable than the transient garage.

In many instances, hardware specialties are brought into particular prominence, and window displays attract specific attention when the merchant is engaged in "filling her up." These are by-products of the service. But a most important factor is in establishing the sale of gas or oil. This is the primary step, and as such can only be accomplished when the car owner who needs supplies of this nature knows that he can obtain what he requires at the hardware store.

The sign of the gasoline pump has been claimed as a uniform landmark, which is the unit of service the motorist seeks. This is frequently installed outside the store, with the tank underground, and the pump at the curb, or sideway. The installation of such curb gasoline equipment is reported to be increasing in numbers year by year. While there are no official figures available, yet it is generally estimated by authorities in a position to judge impartially that approximately 45 per cent. of the hardware stores throughout Canada are

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An indication of how hardwaremen throughout Canada are linking up in a chain of service to motor tourists is evident in this illustration showing Elliott's Hardware at Brantford, Ont. Note the up-to-date curb pump and the window of automobile accessories where it will receive most attention from motorists waiting to get their supply of gasoline and oil. Accessory lines mostly required by motorists on long trips are prominently shown, such for instance as tools, tire patches, vulcanizing outfits, windshield cleaners, spot lights for night driving. Much other equipment such as camping supplies, rugs, etc., can also be linked up to good advantage, and if not on display are generally suggested by the man who takes care of the motorist's gasoline needs.

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Strikes Increasing Hardware Prices

THE COAL and railway strikes continue to hold the close attention of all engaged in the hardware and metal industries because of the broad effect of such disturbances on this industry. Higher prices made on galvanized sheets, bar iron and steel and some other hardware have been more or less attributed to the effect of these strikes and the prospect is for higher prices on other lines if no early settlement is made. Prevailing conditions remind one of the unrest caused a few years ago in the industry due to abnormal war requirements, but one of the chief differences is the fact that during the war steel was high on the priority list in the securing of coal supplies whereas to-day the steel mills are classed in the unpreferred fifth class along with general industry.

While there has been some talk of developing Canadian coal for domestic industries, this would bring little relief to the steel mills because of the fact that coal from Nova Scotia contains too much sulphur to be used for the ordinary gas and coking work in the steel mill.

Some authorities in the trade have expressed the opinion that the railway strike situation is not as serious as will be the car shortage which will follow upon the present stagnation in movement of merchandise and the fact that the grain crop will require to be moved. A car shortage will make the situation very aggravating, recalling past times when mills have had warehouses filled with finished products awaiting shipment while distributors have been compelled to pass up business.

Some curtailment of production has been made as result of the strikes and some mills are installing oil burning equipment at costs which are bound to be reflected in prices of their product. Some arrangements are being made to bring British coal to Canada and the suggestion has been made that if the threatened coal strike does not materialize in Nova Scotia on the 15th of this month, that steps be taken to bring coal from the Maritimes into general use in Eastern Canada. To do this production will have to be speeded up however, as figures secured by Hardware and Metal from the Department of Mines indicate that the amount of coal available for consumption in Canada in recent months has declined considerably and the output of recent months has been only about sixty per cent. of the output for the same months in the three preceding years.

The Official Organ Mistake

WITH a lack of foresight which indicates an old-fashioned ignorance of the successful relations between a trade paper and the members of the trade it represents, the Timber Industries Council of British Columbia has decided to establish a journal of its own and arrangements have been completed under which the Pacific Coast Lumberman becomes the OFFICIAL ORGAN of the Council.

Apart altogether from the fact that the Pacific Coast Lumberman and the Western Lumberman have, in active competition, been giving the lumber trade of the Pacific a splendid service by maintaining healthy relations with the lumber consuming markets and that the manufacturers have now taken a questionable step in taking over one paper to be continued on competitive terms which can hardly be regarded as fair or equitable, is the conclusion born of experience that official organs defeat the very purposes for which they are conducted.

The well conducted trade paper represents various branches of the trade itself as well as the consuming public upon which that trade is dependent. Unless the relations between manufacturer, wholesaler, retailer and consumer are healthy business stagnates. To maintain such relations problems must be continually faced and solved. Many of them are unpleasant but their solution is the function of the trade paper which is properly serving its field.

The official organ must obviously serve selfishly the interests of the particular branch of the trade which controls it. If owned by manufacturers then wholesalers or retailers will not believe that it serves their interests; if owned by wholesalers or retailers, likewise it is regarded as their man Friday. In no case is the public interest likely to be properly respected. The result is that the official organ is conducted to please the people who are paying for its publication —and they usually pay heavily in the long run—and it is ignored by other sections of the trade with whom there should be co-operation and understanding in the interests of all concerned. Printers' Ink has effectively shown "Why Trade Associations Should Stay Out of the Publishing Business," and the following extracts are from articles which recently appeared in that publication:

When an association starts a periodical and goes out in the trade to solicit advertising, it is asking them to support a paper which is not founded on sound publishing principles.

A few associations decide that the independent papers do not "write them up" often enough and start their own publications so as to insure an unlimited flow of puffery.

The circulation is artificial; this circulation is generally mantained by virtue of the subscriber's membership in the association and is kept up regardless of the editorial merit of the paper.

Advertising in such publications is seldom sold on its merits. Seldom will the clever salesman remove the velvet glove from the mailed fist, but the hard iron of the implied threat is nearly always visible to the discerning buyer.

Such publications are of doubtful advertising value because of the difficulty inherent in the proposition of keeping the editorial contents on a par in reader interest with that maintained by a well-edited, independent paper.

When the lumber manufacturers of the Pacific Coast own their own paper they may expect to have their "fur rubbed the right way," but how can they expect this to improve those relations with the dealers which make for good business and mutual advantage? And when they advertise they should appreciate that they are paying to reach other manufacturers rather than the dealers who sell their goods and maintain the all-important connection with the consumer.

Editorials in Brief

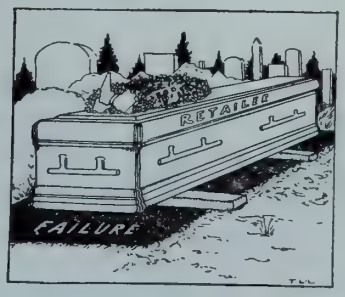
IT IS an interesting indication of the present trend of prices that bar iron is back to $3.25 per cwt. in some places. This level has not been in effect since October of last year, prices having sagged as low as $2.65 in the period from February to April of this year. This compared with $2.00 in 1915 and $5.15 in October 1920.

The Slogan—Load it With Meaning

The Sad Gruesome Story of the Retailer
Who Shouldered an Empty Gun

or

What Happens to the Fellows Who Make
Mental Reservation to Promises



HERE is a sad, gruesome but instructive cartoon. 'Tis the picture of a poor retailer who didn't know the rules of the game—who forgot that the other fellow might be well armed too.

You know the old story of the bully with the empty gun. He got into an argument and pulled the gun at the first sound of strife. His opponent, not knowing the gun was empty, drew his and fired with deadly aim. And of course the bully would have been much better off had he had no gun at all. Well—the same thing happened to the retailer.

And here is the story.

The retailer whose future home you see in the illustration employed a slogan in his store. He advertised in newspapers, direct mail campaigns, store cards, and everywhere else that he could hang the words, that every customer in his store would find:

"Satisfaction or money cheerfully refunded."

But it never worked out like the slogan. Apparently the retailer had a mental reservation that sounded like "you just try and get it back."

And folks who tried to return goods found the money was well glued to the store's cash drawer and there was nothing cheerful in the atmosphere.

There you have the retailer using a slogan dishonestly—and as he was to find out, he would have been much better off had he had no slogan at all.

He was in the position of the bully with the empty gun. The public thinking the gun was loaded with the bullets of Meaning was persuaded to buy—but finding the gun empty the public started to shoot its own gun called Gossip in which are used the deadly bullets called Resentment—and, well, the picture tells the rest. The retailer is buried in the grave of Failure.

Slogans are a good means of building business, but slogans are made to live up to—not to be ignored at every opportunity. And the retailers who use slogans in their stores should be certain that they are not making extravagant claims or promises and that those promises are maintained to the letter—and beyond it if possible.

If you promise in your slogan that you give prompt service, give it. Don't make the customer wait half an hour or a day beyond the time promised.

If you claim in your slogan that you guarantee everything you sell, guarantee your goods. Don't try to hedge when the customer asks you to make good.

If you promise to cheerfully refund money to dissatisfied patrons, refund it with a smile.

Live up to your slogans and you will build bigger trade. Show yourself to be a "good sport" and watch the good sports come back and trade with you. The world is what the retailer makes it—treat it square and it showers you with prosperity—treat it with contempt and you may put up the umbrella for the torrent of trouble that will fall your way.

By all means use slogans if you like 'em but make 'em honest—load 'em with meaning—and build bigger, better business with them.

Hardwaremen at Quebec Convention

Fifteenth Annual Convention Held in Quebec City—Representative Gathering From All Parts of Province—Various Tax Laws Discussed—All Officers Re-elected—First Delegation of Merchants to Call on Lieutenant-Governor

By Special Representative Hardware and Metal

QUEBEC.—The 15th Annual Convention of the Quebec Provincial Board of the Retail Merchants' Association of Canada Inc., was held in Quebec City on July 31st and August 1st. Registration of the delegates commenced at 9.30 o'clock on the morning of the first day and by the encouraging number of members in attendance, a successful gathering was assured. Delegates from all parts of the province were present, showing that the efforts of the board during the past year have met with good results from a membership standpoint.

His Worship, Mayor Samson, delivered his address of welcome and stated that the City of Quebec was open to the delegates, he realizing, as did the people of the city, that the interests of such a representative organization were also the interests of the people. J. E. Sansregret replied and thanked the Mayor for the welcome extended.

Joseph Savard, president of the Quebec District, whose committee was in charge of entertainment, officially welcomed the provincial board of delegates and offered them the city council chambers in which to hold their convention. He explained that through the courtesy of the Mayor and City Council he was able to secure these comfortable quarters.

Short addresses then followed from J. C. Watson, representing the Quebec Board at the Dominion Executive Council, E. M. Trowern, secretary of the Dominion Board, J. R. Lafond, president of the Hull District, A. Larue, president of Three Rivers District, G. A. Lapointe, president of the Montreal District, L. Coderre, representing Sherbrooke District, L. J. Dubois, representing St. Hyacinthe District, Mr. Morency, representing Lewis Branch, J. W. Moreau, A. Sansregret.

Outlined Work Done

After the roll call of officers and the minutes of last year were read, J. E. Sansregret, president, delivered his annual address outlining the work done during the past year. He was followed by Joseph Elie, first vice-president, and A. Sauve, second vice-president, who also explained to the members what had been done to protect the merchant since last election.

M. Lapointe then explained how the Province of Quebec had been divided into six districts, each district having a secretary and separate office to look after the affairs of the district. The first district formed was the one of Montreal, followed by Hull, Sherbrooke, Quebec, Three Rivers, and St. Hyacinthe. Each district takes in several counties of their surroundings where branches are opened and local merchants act as secretaries who communicate with the secretary in the district, who in turn communicates with the secretary of the Provincial Board. In this way a close touch is kept with each section of the province and Quebec is the only province in the Dominion having such a system of giving service to its members.

Mr. Lapointe then pointed out the progress that had been made from the standpoint of membership, 1,100 new members had been enrolled during the year, making a total of 2,465 members at the present time.

A letter was read from the Dominion President, J. Banfield, expressing regret at not being able to be present, but he wished the convention every success possible.

Welcomed by the Lieutenant-Governor

After adjournment for mid-day the convention re-opened at 2 p.m. when about 40 automobiles conveyed the delegates and their wives to Spencer Wood, the residence of Lieutenant-Governor Sir Charles Fitzpatrick. Here a welcome awaited the visitors, Sir Charles being assisted by Lady Fitzpatrick and their daughter. Each lady member of the delegation was presented with a bouquet of flowers from Lady Fitzpatrick. The president, on behalf of all members, tended a vote of thanks for the reception given, stating that it was the first time that a Lieutenant-Governor of a province had officially received a delegation of merchants. The delegation then proceeded to the Government boat "Druid" which had been placed at the disposal of the convention by Hon. E. Lapointe, Minister of Marine and Fisheries, and a trip through the harbor down the river and back as far as the Quebec Bridge was enjoyed.

At 7.30 in the evening special cars were detailed to convey the party to Montmorency Falls and Kent House, where the annual banquet was held.

Representative Body

Hon. L. A. Tascherau, Premier of Quebec, who was the principal guest at the banquet, addressed those present in a pleasing manner, when he referred to the Retail Merchants' Association as being one of the most representative bodies in the Dominion. On more than one occasion in the past it had been strong enough to bring pressure to bear on the Government. He hoped that further progress would be made, not only in the province of Quebec but in the Dominion Association as a whole.

E. M. Trowern gave a very interesting and instructive talk on what the association really meant to the retail merchant. It was not an association with its name and large membership its biggest asset, but was an incorporated body of men which had the interests of the individual merchant at heart. A

(Continued on page 44)

E. SAUVE

President of the hardware merchants section Montreal branch R. M. A., who was re-elected second vice-president of the Quebec Board, R. M. A., at the annual convention.

JOSEPH C. SAMSON

Of the hardware firm of Samson and Filion Hardware Co. Ltd., Quebec City, and Mayor of Quebec, who addressed the annual convention of the Quebec Board. R. M. A.

London Hardwaremen Have Big Day

Seven Hundred Picknickers Go To Springbank for Big Program of Races and Other Contests—Hardwaremen Show Outstanding Ability and Skill in Baseball Game and in Contests—Merchants From Outlying Points Also Attend

By special representative of Hardware and Metal

LONDON, ONT.—The seventh annual outing of the London Retail Hardware Dealers' Association was held at Springbank this year for the first time in the history of the organization. The change from Port Stanley to the city's beautiful park did not affect the success of the picnic in the least and the 700 people who went with the hardwaremen had the best kind of a time.

From start to finish the gathering was a real joy-time for the youngest kiddie and the oldest merchant. Every one was out to have fun and they had it and kept on having it. Every event on the big program was filled with contestants. They were out not so much to win the prize as to do their share to make the day an enjoyable one. This spirit of co-operation was noticeable throughout and showed as nothing else can do the good feeling that exists on all sides.

When it is considered that staid individuals like "Tom" Purdom, whose waist line isn't anything like as slim as it once was, challenged speed artists like Howard Crummer, of Cowan Hardware Co., to race and the challenge was accepted, some idea of the spirit that prevailed may be gained. Both entered even though they knew they were going up against youths like Russell Beattie, who was never in better trim. Length of legs counted, and in this case Howard Crummer was a winner, although it is probably years since he had tried to run a hundred yards at top speed. Tom Purdom finished third, but even then he had more wind left than either of the others.

The executive in charge of the big picnic of the London Retail Hardware Dealers' Association shown above includes top row left to right—Will Summers, E. Russell, President C. H. Summers, Howard Crummer, Russell Beattie, William O'Dell; bottom row—Charlie Craig, Tom Purdom, Charlie McKerlie and J. G. Steele.

The Baseball Game

But it was in the baseball game between the married men and the single men that the real staying powers of the contestants developed. Spurred on apparently by the "warming up" or "sweating out" that he sustained in the foot race, "Tom" Purdom went into the pitcher's box and for seven strenuous innings unpacked an assortment of shoots and curves that proved undeniably that when he entered the hardware business, the Big Leagues lost perhaps an Alexander or perhaps even a Christie Mathewson.

Everybody who saw the game admits that it wasn't the pitcher's fault that the single men won out by a score of 24 to 22. It was anybody's game right up to the minute the last man was out and it looked almost certain as if it would be necessary to play overtime. Every man on both teams got hits, plenty of them, and ran his legs nearly off, stealing bases and scoring runs. But at that the opinion was unanimous that no ball teams ever played a better game or had half as much real fun. It didn't matter one bit who won. The only thing that counted was that everybody had lots of fun, and the spectators enjoyed the game as much as the umpire, W. B. Gillespie, who never even had a decision questioned.

Major League Scouts Out

It was stated after the game, but could not be confirmed up to the time of going to press, that four major league scouts who were among the spectators are preparing contracts to be offered to Charlie McKerlie, Charlie Craig, Tom Purdom and J. G. Steele. It is understood that this is on the strength not only of their playing but the damage they did to the swat statistics, each having a batting average that makes Ty. Cobb appear a mere tyro.

Feeding the Monkeys

Howard Crummer and Charlie Craig also distinguished themselves in another branch of athletics. In a novelty contest which proved perhaps the biggest laugh producer of the afternoon they captured first and third prizes, the second prize going to Russell Beattie. The contest was known as "Feeding the Monkeys." The men contestants were the monkeys and each had a partner whose duty it was to open a box of chiclets as speedily as possible and then from a distance of four feet proceed to toss them, one at a time, into the open mouths of the men who had to kneel on the grass. According to the rules they were allowed to bend their backs or twist their necks in any way as long as they did not put their hands on the ground. Howard Crummer went through a variety of contortions that would have made him famous had the late P. T. Barnum discovered him before he went into the hardware business. It didn't make any difference how wide his partner heaved the chiclets Howard made a swoop or a dive and got them. He denies absolutely that he has an elastic neck or any special magnetic qualities which draw chiclets to him and declares that he won first prize by reason of sheer agility. He also declares that in spite of the speed with which he swooped and dived he did not swallow a single chiclet. Russell Beattie, it is understood, swallowed three or would have tied with Howard for first place.

Elopement Race

D. Westman proved that he is a "go-getter" where the ladies are concerned, and if the father of the girl he wants to marry, objects, needs to watch closely if any elopement is planned. In the elopement race in which the contestants had to start from a given point, run fifty yards to J. Steele and obtain their

(Continued on page 60)

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

Alberta Farmers' Hardware Equipment at Low Mark

Latest Reports Indicate Better Than Average Crop in Alberta and Farmers' Requirements Will Probably Be Taken Care Of—Fair Movement of Finishing Hardware—Some Price Revisions

CALGARY, Alta.—July is the between seasons month here, and this year it seems to have shown this characteristic more than usual. The spurt in business which accompanied the putting in of the crop has passe on, and the expected spurt necessary to the taking off of the crop has not begun. Seasonable sales at attractive prices are noticeable; it is evident merchants are not going to carry over tail ends of summer stocks. The buying public are practising thrift, whether from choice or necessity, but they do respond to the right sort of initiative, and any special effort to attract trade generally meets with at least a measure of success.

Crops are now at the point where it is safe to prophesy. From Lethbridge south to the border, crops are good; Lethbridge north to Calgary, fair to good; North of Calgary, poor to fair. The net result should be better than an average crop, with the heaviest returns from the districts which have suffered most in recent years.

Dealers feel that farmers' equipment is at a lower mark than in years, and that they will undoubtedly be called on to fill a lot of accumulated needs necessary to the handling of this crop, and even if this does not go beyond the necessities, it will mean nice business spread over next few months.

Fair Movement of Finishing Hardware

Building activity is mostly confined to house construction; a good portion of which is now nearing the finishing stage, and a better movement of medium-finished hardware is noticed; some dealers report this department quite active. Competition on this line is keen, and in some cases prices offered are lower than would seem justified.

The paint trade, and especially paint sundries, has held up splendidly throughout the season. The majority of dealers report increased business over previous years, and give a good deal of credit to the educational value of the "Save the Surface" campaign. The jobber and dealer have co-operated to cash in on this advertising, and like any intelligent co-operation, it has brought results.

Those dealers who feature sporting goods, all report the best trade in years on summer lines. Stocks are low and large orders have had to be brought in by express. Just now the streams are clear and fishing good and the demand for tackle very active. Golf, tennis and baseball have been particularly active all season.

With few exceptions recent price changes have been few and unimportant. Rather more in the nature of price adjustments than price changes. No price reductions have come through so far that are traceable to freight reductions on raw materials. On the other hand heavy buyers of steel goods feel that the coal strike unless quickly settled, will start heavy goods on the up grade again.

Lower Prices on Lanterns

New prices showing a reduction have come through on lanterns. Prices now are $10.32 for No. 2 and 3 plain and $10.83 for japanned.

Bale ties show a reduction of 65 cents per 100 lbs., and are now quoted at $5.25 head of lakes and $6.90 Calgary.

Stove pipes and elbows are reduced to following figures:

	per 100
6 in. patent pipe	16.36
7 in. patent pipe	17.89
6 in. ready-to-rivet pipe	14.83
7 in. ready-to-rivet pipe	16.36
6 in. riveted pipe	16.36
7 in. riveted pipe	17.89
	Doz.
6 in. heavy elbows	2.59
7 in. heavy elbows	2.92
6 in. light elbows	1.98
7 in. light elbows	2.27

Pneumatic steel tanks are quoted about 15 per cent. lower than last week. New prices are:

24 x 6	63.50
30 x 6	82.40
30 x 8	101.00
30 x 10	116.50
36 x 6	98.00
36 x 8	122.25
36 x 10	141.25

The price on orange and white shellac has followed advances on eastern markets, and is now $5.50 and $6.00 respectively, in one gallon jugs.

Local markets did not reflect last month's sharp advances on turpentine until quite recently, when two advances went through to present price of $2.00 per gallon. This represents an advance of 35 cents.

Local jobbers have adjusted their prices on lead goods to bring them in line with recent advances on eastern markets. Latest quotations are:

Pig lead, small pigs	$10.50
Pig lead, large pigs	$10.25
In ½ ton lots, deduct	50
Sheet lead, roll lots	$13.65
Lead waste pipe, case lots	$15.00
Lead coil pipe, coil lots	$14.10

Lead traps and bends, less 4 per cent.

Telegraphic advice of advances in the linseed oil market, resulted in a sharp advance of 8 cents per gallon. Prices now ruling up to two barrel lots on raw is $1.37 and on boiled $1.40.

R. B. Wilkinson has purchased the hardware business of Holton-Bradley Hardware Co., Stettler. This makes the third hardware store in Alberta operated by this enterprising young hardwareman.

Geo. M. Christie, manager of the Calgary branch of the G. F. Stephen & Co. Ltd., accompanied by Mrs. Christie, is spending a holiday on the west coast.

AN ENLARGED EDITORIAL SERVICE FOR WESTERN CANADA READERS

In keeping with the plans which Hardware and Metal is constantly making to improve its service to readers in all parts of the country ,this week sees the inauguration of a weekly market and news letter concerning developments in Alberta, from a special representative established in Calgary.

This letter will appear weekly in Hardware and Metal giving news of interest to the trade and outlining price changes and market tendencies on various lines. This will fill in the gap between Winnipeg and Vancouver which cities are now reported in each week's issue.

With a weekly report from Calgary to supplement those now appearing from Vancouver, Winnipeg, London, Ont., Hamilton, Toronto, Montreal, St. John and Pittsburg, our readers are provided with a comprehensive service such as all close followers of national movements require to intelligently direct their business.

WESTERN CANADA NOTES

Central Hardware is commencing business at Broadview, Sask.

D. T. Small has commenced a tinsmith business at Lashburn, Sask.

M. Kassian has commenced a hardware business at Vegreville, Sask.

Standard Hardware is commencing business at Vegreville, Sask.

L. Holmes, representing the Laidlaw Bale Tie Company, Limited, of Hamilton, Ontario, spent a few days in Winnipeg before returning to the East. H. F. Moulden & Son represent this firm in the West.

W. S. Gibson of The Sheet Metal Products Co. of Canada, Ltd., spent a few days in Calgary recently, looking over the branch this firm opened here a year ago, and calling on old business connections.

A. E. Dykes, general manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, spent two days in Calgary last week on his return from a very pleasant trip to Alaska.

L. Dutil, hardware merchant of Blairmore, Coleman and Three Hills, Alta., spent a day among the jobbers of Calgary last week.

Wyman and Small of Ponoka and Drumheller have purchased the business of the Allen Hardware Co., Bowden, Alberta.

Ben McLaren, who has represented the J. H. Ashdown Hardware Co., Ltd., for years in different portions of Alberta, has accepted a position with the Winchester Repeating Arms Co., and will represent this firm in Alberta and British Columbia. Besides having a splendid connection with the hardware trade of the province, Mr. McLaren is one of the leading trap shots of Canada, and is splendidly qualified to handle his new position. Mr. McLaren has the good wishes of a host of friends.

Maritime Hardware Wholesalers Will Watch Margin of Gross Profit

Claim Made That Reduced Volume of Business and Maintenance of Overhead Costs Necessitates Revision of Lines Carried—Prices on Screws, Copper Tacks and Nails, White Lead, Etc., Revised

ST. JOHN, N. B.—Each week seems to bring forth some announcement of expansion that will have the tendency to help boost business. The latest announcement is that the Nashwaak Pulp and Paper Co., Ltd., is to spend a half million dollars in expanding the St. John mill. The new project will bring an increased demand for local labor. Last week the St. John Board of Trade received an enquiry from an English firm asking to be put in touch with manufacturers of wood boards and mouldings. Enquiries were also received from Havana and Oklahoma.

Hon. W. E. Foster, Prime Minister of New Brunswick and also president of a large wholesale house, stated recently that although there was complaint about the scarcity of money, payments have been better than was anticipated. July 4 is a heavy bank day in his business and this year paper was well met, which would indicate that retailers still have resources to draw upon.

Much Lumber Sent Across Border

Very large quantities of Maritime lumber have been sent across the border during the last few months, and when asked what he thought about the prospect for operations this winter, a prominent lumber exporter stated that there was no doubt but that there would be considerable logging, but the quantity would mainly depend upon how holders succeeded in cleaning up present stocks.

Must Watch Margin of Profit

In an interview with the press, the new president of the Maritime Wholesale Hardware Association stated that the jobbing trade had reached a time when it must take more thought about its margin of gross profit. Mr. Morton, (the president), went on to say that the trade finds itself with a decreased turnover as compared with the period of business inflation, and at the same time finds itself with very much the same overhead expenses. Just what could be done with regard to correcting this was hard to say, but if they were to remain in business the jobbers must insist upon a fair margin of profit.

This week has seen a new price on screws, and the assortment of sizes reduced in many cases. Copper tacks, all sizes, are quoted at 48 cents and copper nails, all sizes, 45 cents. White lead is quoted in 100 lb., 50 lb. and 25 lb. irons at $14.85, $14.75 and $12.85; in 12½ lb. irons, $15.25, $15.35 and $13.35. Short Stop mouse traps have been reduced to 25 cents and Four Hole chokers to $1.40. Wire nails, $3.70 per keg base, St. John, Fredericton, Amherst, Moncton, Sydney and North Sydney. $3.95 per keg base Halifax and New Glasgow. $3.90 per keg base Yarmouth. Cut nails, $5.35 per keg base St. John, Fredericton, Amherst, Moncton, Halifax, Yarmouth, Sydney, North Sydney and New Glasgow.

Some Questions Every Hardwareman Should Ask Himself

DO I KNOW that Sales Quotas, Stock Limits, Margins and Expenses are the four factors which protect my profits and that I must have a thorough understanding of each to successfully direct my business?

Do I Know the right mark up for my particular business, having in mind the percentage of administration expense, sales expense and profit?

Do I Know the factors concerned in my cost of doing business and have such record that I know at all times where I am at?

Do I Know the right mark up for each line of hardware, based on the number of turns of stock normally expected?

Do I Know that more sales are lost through poor assortment than anything else and that Stock Limits can be set for all grades of merchandise to protect me against this?

These are only some of the important elements of modern retailing which are taken up and dealt with in detail by Frank Stockdale, retail merchandising expert, in an article specially prepared for the **August 19 issue of HARDWARE AND METAL.**

The Questions Are Answered In the Annual Fall Number

Watch for it.

Events in the Trade

NEW FIRMS

Walter Davis & Co. have commenced a hardware business at 1433 Yonge St., Toronto.

The Queen City Hardware has commenced business at 1883 Queen Street West, Toronto, Ont.

FIRE LOSS

Newboro, Ont.—R. G. Bawden, hardware, has suffered fire loss.

OBITUARY

Arthur S. Bowron, for some years secretary of the Malleable Iron Range Co. of St. Thomas, Ont., is dead.

The death of George W. Ketchum, which occurred on Sunday, July 29, removes one of the leading business men of the Maritimes connected with the iron trade. Mr. Ketchum began his business career as a boy with the firm of I. and E. R. Burpee of St. John, steel and iron merchants. Later he became a director of the firm. When this firm retired from business he became identified with the St. John Iron Works, and was with them until his retirement about a year ago. Mr. Ketchum leaves behind him a record as business man and citizen of the highest order. He will be greatly missed by his friends in the trade.

PERSONALS

Among the visitors to Montreal this week were: F. O. Barber of P. & F. Corbin, New Britain, Conn., F. C. Dananenburg of Wiss Shear Co., and Mr. Griffith of Surpless Dunn & Co., New York.

Miss Margaret Wade, who is known to those in the trade as editress of "Wireless," the house organ of the McClary Mfg Co., London, Ont., is leaving about August 15th to take a position in Windsor. Miss Wade was for some years private secretary to the late John McClary.

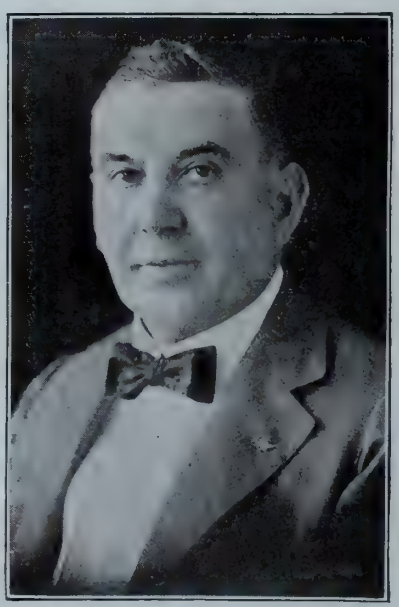
The following traveling men were in St. John last week: E. W. Long, representing Dominion Battery Co., Ltd., Harry Hart and R. C. Holder, representing Paint & Varnish, Ltd., C. Williams, representing Canada Paint Co., Ltd., Harold Ferry, representing Sargent & Co., Ltd., New Haven, Conn., James Moir, representing Corbin Cabinet Lock Co., New Britain, Conn. T. S. Isaacs representing Messrs. Hounsells (Bridgeport) Ltd., England.

J. E. Sansregret, president, and M. Lapointe, secretary of the Quebec Provincial Board, also J. G. Watson representing the province on the Dominion Executive Council are leaving Saturday night of this week for Winnipeg to attend the convention of the R. M. A., which will be held on August 8th to 11th. On August 7th, a meeting will be held of all provincial secretaries of the Dominion.

OTTAWA RETAIL CLERKS MAKE PRESENTATION

At the conclusion of its regular meeting last Saturday evening, the executive of Local No. 353 of the Retail Clerks' International Protective Association presented a traveling bag to Donald Dear, as a token of esteem and gratitude for the generous contribution of his leisure time in helping the Clerks' Association to secure their summer half-holiday under the provision of a civic by-law.

The presentation was made by J. Emile Richard, vice-president; O. Paquette, financial secretary, and Thos. Marcil, past president, who all addressed words of appreciation to Mr. Dear and reviewed the progress attained regarding the half-holidays.



CHAS. A. BOWER

Known to the hardware trade through a connection of twenty years with Clayton and Lambert Mfg. Co., Detroit, who, as announced in last week's issue of Hardware and Metal, was honored at an informal dinner given by the management.

BOOTH COULTER CO., HOLD PICNIC

The Booth Coulter Copper and Brass Company of Toronto, held an across-the-lake-excursion from Toronto. Leaving on the early 7.30 boat, 200 employees spent the day at Queenston Heights.

B. GREENING WIRE CO., HOLD PICNIC

Hamilton.—The annual shop picnic of the employees of the B. Greening Wire Company, was held on Saturday at Hanlan's Point, Toronto. The steamer Corona, of the Canada Steamship lines, leaving Hamilton at 8 a. m., arriving at Toronto at 11 a. m., conveyed the picnickers to their destination. The day was delightful and warm, a large turnout of the employees and friends attending. Among the special features of the picnic was the baby show, F. H. Rutherford and K. Knudsen acting as judges. Another feature was the needle and thread race. Dinner was much enjoyed, the committee furnishing coffee, tea, ice cream, milk, chocolates and cigars.

The success of the picnic is due to the efforts of the following members of the committee: E. Borrows (chairman), T. Rieger (treasurer), R. H. Jackson (secretary), J. Childs, J. Brunton, G. King, C. Buckingham, J. Bairstow, C. Semmens, A. Dafoe.

NOW KNOWN AS "HOTPOINT" WORKS DIVISION, C.G.E.

Stratford, Ont. — Commencing on August 1, to-day, the name of the Canadian Edison Appliance Company has been changed to "Hotpoint Works Division of the Canadian General Electric Company." R. S. Morgan, secretary-treasurer of the Canadian Edison Company, becomes manager of the local plant, under the title of "Manager of Works."

Chief officers of the works are either local people or men who have been here for some time. The principal ones are the following: chief engineer, F. W. Cuffe; works accountant, J. J. Barnes; superintendent, H. S. Smith; chief inspector, W. J. Tubman; production manager, J. Kidd.

GOOD FIELD FOR AUTO ACCESSORY TRADE IN N. B.

Fredericton, N. B.—Hon. P. J. Veniot announced that there were 16,000 automobiles registered in New Brunswick, and that the receipts from taxes were $280,000. It is evident that the hardware merchants of New Brunswick have a good field for automobile accessories.

NEW COMPANY IN KINGSTON

Kingston, Ont.—The Norman Silver Plate Co., is the name of a new concern starting business here.

RUMORED PURCHASE OF 1900 WASHER CO. BY BEATTY BROS. LTD.

Rumors are in circulation that the 1900 Washer Company through its head office in Birmingham, N. Y., is negotiating the sale of its Canadian plant to Beatty Bros., Ltd., of Fergus, Ont. Hardware and Metal endeavored to get confirmation of this report from H. Morris, manager of the Toronto branch of the 1900 Washer Company, but he was absent from the city. Beatty Bros., Ltd., declined to make a statement in regard to the matter.

CRANE LIMITED DONATE CUP

Montreal.—A new and valuable cup has been donated to the Manufacturers' Hockey League of this city by Crane Limited, through R. T. Crane, Jr., for competition next winter and years following. Mr. Crane is very interested in hockey and decided to give the cup as a perpetual challenge one. Firms which competed in the league last year were: Imperial Oil, Northern Electric, Berliner Gramaphone and Crane Limited, but more teams are expected this coming season as new applications for entrance have already been received.

CAMPBELL & CAMPBELL OPEN ST. JOHN OFFICE

Messrs. Campbell and Campbell have opened up offices and warehouses in St. John, where they are carrying a full line of Campbell axes. They are also selling agents for the Welland Vale Company and associate companies, representing them for the Maritime provinces. In an interview with Hardware and Metal, G. Wilford Campbell, stated that the axe business was picking up considerably, and that they had on hand several good orders, one or two very large ones. This would indicate that the lumber business was showing signs of improvement.

HARDWARE SALESMEN ARE OPTIMISTIC

St. John, N. B.—T. S. Isaacs, representing Messrs. Hounsells (Bridgeport) Ltd., England, is starting his semi-annual Canadian tour from St. John, having already covered his territory in the States. The St. John representative of Hardware and Metal had the opportunity of discussing business conditions this week with a number of salesmen, and found them all to be very optimistic. Mr. Hart of Paint & Varnish, Ltd., said that he was finding good results from the "Save the Surface" advertising campaign, and that business was shaping up in good form. He noticed that many of the municipalities throughout the Maritimes were painting their public buildings, and jokingly added that he hoped there would come a time when the telegraph and telephone companies would paint all their poles. Mr. Holder of the same firm, and C. Williams of Canada Paint Co., also spoke along the same lines. In answer to questions regarding the outlook for builders' hardware, H. Ferry, Sargent & Co., Ltd., stated that there was considerable improvement, and that several large jobs were under way throughout his territory. He noticed the gradual increase of business as building commodities declined in price, and was firmly convinced that conditions were rapidly righting themselves.

Disston To Make Hand Saws In Canada

Another Addition to the Hardware Industry in Canada—Large Investment Required to Provide Machinery for 35 Major Operations

AN important step forward has been taken by Henry Disston & Sons, Limited, of Toronto, who have just completed the installation of new equipment, and who are now turning out hand saws in Canada. The company have been operating in Canada for the past ten years but until recently have not actually made hand saws in Canada. Efforts in the past have been confined to bandsaws, circular saws and other large saws for the lumber trades, etc. The Canadian plant will now make handsaws, hack-saws, nest, compass, keyhole, pruning and butcher saws. On the invitation of Mr. Dingee, manager of the Canadian plant, Hardware and Metal was shown through the Disston plant at Toronto in order, as Mr. Dingee stated, "to show you that what I am telling you is right, and that we are actually making these lines here." A trip through the plant proved beyond doubt that the saws are actually being made here from the blanks to the finished product. Various processes were exceedingly interesting and as there are thirty-five major operations in the manufacture of one of these hand saws, some idea may be gained of the importance of this new industry. While counted only as one major operation, there are really eight operations in the hardening furnace, and six distinct operations in the tempering furnace.

An exceedingly large amount of special new equipment was necessary for commencing this new industry in addition to which employment is given to a large number of additional employees. Experts from the parent company have been transferred to the Canadian plant. Asked as to the trade mark of the company which has been in use for such a great many years, Mr. Dingee stated that it would remain practically unchanged except for the substitution of "Toronto" for the word "Philadelphia." Simultaneously with the announcement of the new development at the Canadian plant, has come a price revision, which on some lines shows a decline of twenty per cent.

ACTIVE TRADE IN BUILDERS' HARDWARE TOOLS

London, Ont.—July broke all past records for building permits, the next nearest figure being July, 1914, just before the outbreak of war. The figures for the month just past total 169 permits valued at just over $300,000. In July of 1914 there were 157 permits. Permits this year to date total 1,171 with an estimated value of $1,700,000.

Hardware merchants report a really excellent season in building supplies, tools and roofing. Farmers they say have been big buyers of roofing and the many fine new homes which are being erected require large quantities of glass, electric fixtures, builders' hardware and plumbing supplies and also offer many opportunities for general trade. A feature of the situation is that building permits are continuing to be issued as rapidly as ever indicating that there will be a large amount of work in hand right up to the time the snow flies.

OTTAWA EARLY CLOSING BY-LAW IS QUASHED

Ottawa.—Early closing by-law of city of Ottawa was quashed by Justice Middleton on the ground that the by-law was not in accordance with what was asked in the petition on which the by-law was passed.

Peter White, K.C., for the applicant, an Ottawa merchant, said the authority for the by-law was taken from a section of the Factory, Shop and Office Buildings Act reading:

"If an application is presented to the council of a city or town praying for the passing of a by-law requiring the closing of any class of shops situated within the municipality, and the council is satisfied that such application is signed by not less than three-fourths of the number of occupants of shops within the municipality, and belonging to the class to which such an application relates, the council shall, within one month after the presentation of such application, pass a by-law giving effect thereto and requiring all shops within the municipality belonging to the class specified, in the application to particular day of the week during such time or hours between 12.30 o'clock noon and 5 o'clock of the forenoon of the next following day, and be closed, and remain closed on one such period of the year as named in the application."

He stated the petition asked for closing from 12 noon, while the by-law authorized closing from 12.30 p.m., contending that on this ground, as well as others, the by-law was invalid.

Figuring the New Stamp Tax

ALL CHEQUES issued after August 1 must bear stamps at the rate of 2 cents for each $50 or fraction thereof. Cheques for $5,000 must bear stamps to the value of $2 which is the maximum cheque tax. A cheque up to $50 requires 2 cents in stamps but a cheque for $50.01 requires 4 cents in stamps. The following schedule shows the tax required on cheques. Clip it out and paste it in a handy place in the office.

Amount of Cheque	Tax	Amount of Cheque	Tax	Amount of Cheque	Tax
$ 50	$ .02	$1750	$ .70	$3450	$1.38
100	.04	1800	.72	3500	1.40
150	.06	1850	.74	3550	1.42
200	.08	1900	.76	3600	1.44
250	.10	1950	.78	3650	1.46
300	.12	2000	.80	3700	1.48
350	.14	2050	.82	3750	1.50
400	.16	2100	.84	3800	1.52
450	.18	2150	.86	3850	1.54
500	.20	2200	.88	3900	1.56
550	.22	2250	.90	3950	1.58
600	.24	2300	.92	4000	1.60
650	.26	2350	.94	4050	1.62
700	.28	2400	.96	4100	1.64
750	.30	2450	.98	4150	1.66
800	.32	2500	1.00	4200	1.68
850	.34	2550	1.02	4250	1.70
900	.36	2600	1.04	4300	1.72
950	.38	2650	1.06	4350	1.74
1000	.40	2700	1.08	4400	1.76
1050	.42	2750	1.10	4450	1.78
1100	.44	2800	1.12	4500	1.80
1150	.46	2850	1.14	4550	1.82
1200	.48	2900	1.16	4600	1.84
1250	.50	2950	1.18	4650	1.86
1300	.52	3000	1.20	4700	1.88
1350	.54	3050	1.22	4750	1.90
1400	.56	3100	1.24	4800	1.92
1450	.58	3150	1.26	4850	1.94
1500	.60	3200	1.28	4900	1.96
1550	.62	3250	1.30	4950	1.98
1600	.64	3300	1.32	4950.01	2.00
1650	.66	3350	1.34	(and over)	
1700	.68	3400	1.36		

HARDWARE MEN AT QUEBEC CONVENTION

(Continued from page 38)

complaint or a suggestion received from either a Provincial Board or an individual member received its proper attention in the hands of the Dominion Executive. The gain in membership during recent years had been of a very encouraging nature not only in Quebec but in all other provinces, and it was his opinion that this was wholly obtained by work which they had been able to do in helping the retail trade in general.

Taxes Under Discussion

Topics which received special attention on the morning of the second day were the taxes contained in the last budget announced by the Federal Government. These included the sales tax, income tax, stamp tax, and the tax on receipts. Now that the Government had definitely decided to collect extra revenue through the sales tax, there were some alterations advocated and these would be further discussed at the convention of the Dominion Board in Winnipeg next week. It was pointed out where the merchant would lose in connection with the stamp tax. The retailer would during the year receive a great number of cheques from his customers for payment of bills, and it was considered safe to say that in many of these cases a stamp would not be affixed. Previously it meant two cents on every cheque, but in future the amount lost would be much greater. Although every person presenting a cheque must according to law affix the stamp, there were many instances in the life of the retail merchant where he would not force his customers to do so. The tax on receipts was criticized and it was hoped that further action on this would be taken in Winnipeg next week and some pressure brought to bear on the Government before this was applicable on January 1st, next.

Election of Officers

All officers for the ensuing year were re-elected. Mr. Savard, president of the Quebec District, asked the members present to endorse what he thought was the best plan for the association. He urged that the same board as last year be re-appointed because the work which they had accomplished in the year previous was very praiseworthy and it was his opinion that a new slate of officers could not step in and continue the good work as capably as the former officers. This was unanimously approved of, but in addition J. A. Lapointe was elected third vice-president according to a regulation approved during the last term whereby each Provincial Board is allowed this post.

Following are the re-elected officers for the coming year:

President J. E. Sansregret; 1st vice-president, Joseph Elie; 2nd. vice-president, E. Sauve; 3rd vice-president, J. A. Lapointe; secretary, M. Lapointe; treasurer, Joseph Filiatrault.

Representing the Quebec Board on the Dominion Executive, J. G. Watson.

SYSTEMATIC INVESTMENT IS THE ONLY WAY

(Continued from page 34)

old, or nearly $25,000 on his fifty-fifth birthday, while at 60, he would have over $35,000.

Taking it another way, he found that if he continued saving on this plan for the entire 35 years, until his 65th birthday, he would have put away a total of $14,918.40—but he would then have $50,000! This would show that somebody had worked, planned, sweated and labored to give him $35,081.60, and that this premium of nearly $2.50 for each of his own dollars paid him by another, who then also returned all his own dollars, would come automatically.

What are You Working For?

The man who starts at 25 only puts in $12,235.20 in the 40 years, so he gets a premium of $37,764.80; but any man who starts in anywhere on this plan has the advantage of security, freedom from worry and the knowledge that the biggest, brainiest, business moneymakers in the country are working for him. Moreover, they are working willingly, gladly, eagerly, without supervision or thought on his part. He saves and sleeps nights. They work and worry—and pay him for the privilege. Talk about your plutocrats—think of bloated bondholders—rave about the money-power if you will; the fact remains that the true employer of other men's brains, who lives carefree while taking toll of other men's efforts is the systematic saver. The man who uses his accumulated labor, meaning some of the money he earns and sets aside, in sound investments is top of the heap every time.

So now stop and ask yourself what you are working for. Maybe you have thought you were working for money. If so, probably you have noticed that each year ends with a greater accumulation of stock. fixtures and accounts—but no more money.

But the true thing to work for is a competence. something on which you can depend when age overtakes you which will keep you independent of others to the end—in peace, comfort and sufficiency. And the way to get this is systematically to withdraw a certain sum of money—MONEY, note, for nothing else will do—from your business and put it away in sound investments.

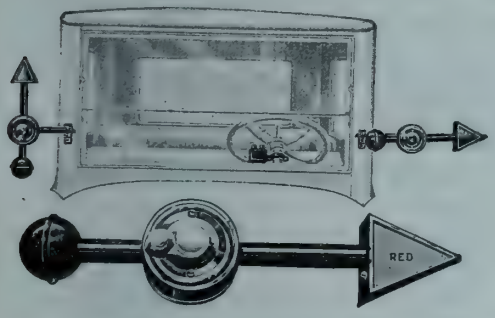
New Hardware Goods

Offered to Canadian Hardwaremen

HANKEE DIRECTION SIGNAL

The "Hankee" signal, a new accessory product marketed by the Naser Electric Co., of Minneapolis, Minn., is an all-electric directional traffic indicator, operated by a patented electric motor located in the central housing of the arrow arm. The winding is stationary and no contacts or brushes are used. The ball on the end opposite the arrow housing acts as counter balance, permitting the signals to work at any angle and preventing them from dropping down through vibration of the car in motion.

The push of a button conveniently mounted on the steering column lowers the signal, at the same time causing a two candlepower lamp inside the arrow housing to light up, showing a red light to the rear and a white light to the front. A second short push of the same button brings the signal back into normal position. No current is used by the



motor either when at rest or when in the signalling position. There is, it is claimed, no drain on battery. The current used is only for the second or so that the button is pushed .

The signals are visible from the front as well as from the rear, day and night. They operate in clear view of the driver.

They are installed like a spot light; all wiring being under the dashboard. It is pointed out that the left side signal makes a convenient parking light .

STARRETT MICROMETER

The L. S. Starrett Co., has brought out a new micrometer, which is now offered to the trade. The manufacturers state this tool is moderately priced, either with or without ratchet stop. This one-inch micrometer caliper, No. 435, has a black enameled, drop-forged, rigid construction frame. Decimal equivalents are marked on the thimble. As the screw is .312 in. in diameter and the contact points .270 in., the makers point out that there is an unusually large wearing surface which insures long life.

"HUSKIE" CAMP STOVE

The Sheet Metal Products Co., of Canada, Ltd., Toronto, are now making the "Huskie" camp stove in 2 hole and 4 hole sizes. The manufacturers state that these are made of heavy sheet iron, and the measurements are as follows:

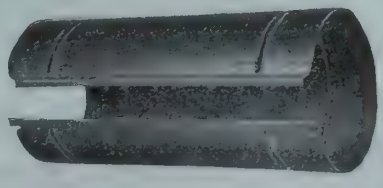
The stoves are equipped with 2 or 4 cooking holes, with covers, and an oven which has direct and indirect draft. For quick fire, the direct draft is used, but for heating the oven, the indirect draft is used by operating damper. This, it is claimed, sends the heat entirely around the oven, making it a perfect baker.

The fire box is an extra size to accommodate large pieces of wood, and the draft is regulated by two draft holes with damper in front of the stove. The stove is fitted with 5 in. collar, and 5 in. collapsible pipes which fit same.

One feature of the "Huskie," is the fact that they can be folded and packed in a very small space in a short time. It is further claimed that the stove can be taken down and set up again in about five minutes.

END LOCK STOVE PIPE

The end lock stove pipe is a new line placed on the market by Sheet Metal Producers Co. of Canada, Ltd., River St., Toronto. It is designed in a manner which enables it to be easily put together. The manufacturer states that it is notched and folded at both ends in such a way as to leave a lock consisting of the folded edge. This means that

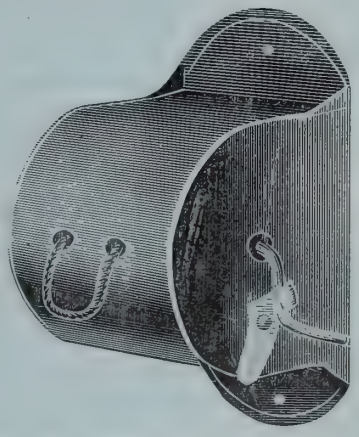


the tongue or cleat is double, and will outlast the pipe itself. The makers further state that to set up a pipe, it is only necessary to hook the folded edges together and bend the tongues down on the inside, with the fingers or a pair of pliers.

"IDEAL" CLOTHES LINE

An article which is described as an entirely new line for Canadian production is the Dominion "Ideal" clothes line reel, being manufactured by the Sheet Metal Tools and Hardware Co., Toronto. This product is specially designed for use in kitchens, bathrooms, back verandahs, laundries and similar places. It consists of a small metal case totally enclosing a cotton clothes line.

The Ideal reel is being made in three grades, No.'s 1, 2 and 3. The first is supplied with only twenty feet of line, is painted black and without the stop for securing the rope. The other two classes are fitted with thirty feet of line, being also equipped with a stop or catch so as to enable any length of rope to be used up to the full quantity in the reel. No. 2 is painted in a color enamel with baked finish. No. 3 is nickel-plat-



ed finish. Screws and hooks are furnished complete. The Sheet Metal Tools & Hardware Co., was formerly known as the Coleman Fare Box Co.

DOMINION 30-30 CARTRIDGE

The Dominion Cartridge Co., Ltd., Montreal, are announcing a new 30-30 cartridge which, it is claimed, has an increased velocity of 200 feet more per second. The new Dominion 30-30 is loaded with a progressive burning powder that gives a flatter trajectory, and according to the manufacturers also has greater penetration and shocking power. The additional velocity is a feature of direct interest to the sportsman. The makers also point out that on account of this increased velocity, it will be necessary when using these new Dominion cartridges to adjust the sights accordingly.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

MANY substantial price reductions as well as important increases appear on the current hardware markets. Easier levels are noted on the Henry Disston line of hand saws, Weed, Rid-O-Skid and Dreadnought makes of auto tire chains, Community plate, stainless steel cutlery, large head roofing nails, single barrel guns, linseed oil, and various patterns of pruning shears made by Peck, Stow & Wilcox.

A marked increase is recorded in galvanized sheet levels, this being attributed to the southern rail and coal strikes and their combined effect upon the steel industry. Curtailment in production, due to coal shortage, has emphasized the scarcity of galvanized sheets to meet the current call for these products. Another increase of ten cents is reported in some circles on bar iron, but this higher price has not been generally adopted. Lead is again firmer and lead sheet prices are stronger. The ingot metals are again showing signs of recovery with spelter on the upward climb. A slight increase in sash weight quotations, both solid and sectional, has also been announced.

Price revisions are still pending on roofings, no new developments being evident in this situation. Boiler tube prices have been slightly changed, this market still being devoid of uniformity and the current levels nominal. Scrap materials remain quiet, and waste rubber prices have sagged. Some temporary unsettlement is reported in the wire nail situation, price shading having resulted in the appearance of quotations away below the average base. The seasonal call for builders' hardware is still evident. The more serious effect of southern strike developments on domestic steel interests has forced manufacturers to negotiate for future coal supplies with Welsh fields. The bar iron market is strong, but the present period of lighter requirements has offset the tendency to higher levels.

Western markets report that anticipations for an average crop have considerably bolstered up trade conditions, while the realization of optimistic harvest reports would undoubtedly form the basis of an improved business movement generally. Retailers continue to purchase threshers' supplies and seasonal lines in moderate quantities, and certain wholesalers have expressed the opinion that a last minute rush for hay forks and similar goods would severely tax their ability to meet such requirements and rapidly deplete stocks.

Montreal Markets

MONTREAL, August 3.—The general trend to hardware prices is somewhat the reverse of recent weeks as price revisions are mostly in a downward direction. One of the outstanding changes is on Disston saws, a substantial reduction being announced on the various lines of hand saws. American large headed roofing nails are reduced one dollar per hundred lbs., and Weed, Dreadnought and Rid-O-Skid tire chains have new lower list prices. Community plate, stainless steel knives show a decline in price. There is little improvement to date on the local wire nail situation and a base price much below former levels is still being quoted. In steel producing circles the coal situation is attracting more attention and manufacturers report that they are now working on reserve supply. Certain relief is expected from importation of Welsh coal and shipments from mines in Nova Scotia, but the undertone of the steel industry is very firm. Recent shipments of English galvanized sheets have arrived locally, and stocks are temporarily replenished. A fairly strong undertone is reported in the ingot metal markets, spelter continuing on its upward trend.

SALES TAX AFFECTS CUT NAIL PRICES

Montreal.

Owing to certain jobbing houses further advancing quotations on cut nails five cents per keg, on account of the sales tax, thus charging the dealer only 2¼ per cent., there is a slight variation in quotations among local distributors. The base price f. o. b. Montreal should read $4.60 with the five cents extra in some quarters.

STILL ACTIVE DEMAND FOR CORRUGATED SHEETS

Montreal.

There is very little change in the corrugated sheet market. Manufacturers state that recent shipments from overseas have replenished their stocks of flat galvanized sheets and with further arrivals expected they hope to be in a position to continue to supply the demand. The call for corrugated sheets has been very extensive this year and with an active trade during the fall months dealers look for a record season. Quotations are somewhat more settled than they were in previous weeks, especially on the lighter gauges, and following are recent prices and discounts:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 26 U. S. gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

AMERICAN ROOFING NAILS REDUCED IN PRICE

Montreal.

A reduction of $1.00 per 100 lbs. is made in quotations on American large head roofing nails, and these are now quoted at $9.50 per keg with the usual two cents per lb. extra for smaller quantities.

PRICES ON BRASS AND COPPER GOODS UNCHANGED

Montreal.

While virgin copper on primary markets has recently shown a fair amount of strength, no change has been made in local quotations on such lines as sheets, rods and tubing. Trade in these lines is described as only of fair propor-

tions, this fact being taken into consideration by manufacturers and distributors in adjusting their higher cost basis. The undertone of the market remains firm at the following prices:

	Base
BRASS—	
Sheets base	0 24
Rods, ½ to 1 inch, round	0 22
Tubing, seamless, base	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

WIRE NAILS NOW QUOTED AT $3.25 BASE

Montreal.

Recent developments on the local market for wire nails, when an unsettled feeling among manufacturers and jobbing houses resulted in price shading of the former base price, leave the quotation of $3.25 base most general. While this price is recognized as ridiculously low when compared with the former price level, and in comparison with replacement cost, this condition has prevailed for the past three weeks, although it was thought that the situation would have righted itself before this date. It is still hoped that an agreement will be reached whereby higher prices will rule in the very near future.

REDUCED LIST PRICES ON TIRE CHAINS

Montreal.

Distributors of Dreadnought, Weed and Rid-O-Skid tire chains, announce a slight reduction in list prices, with the usual discount of 25 per cent. Following are new lists and discounts on chains and cross chains:

TIRE CHAINS— Size	Weed Per Set	Rid-O-Skid Per Set
30 x 3½	6 00	3 75
32 x 3½	6 60	3 95
31 x 4	7 25	4 10
32	7 50	4 25
33	7 75	4 50
34	8 50	4 75
35	9 00	....
32 x 4½	8 75	4 75
33	9 00	....
34	9 25	5 00
35	9 75	....
33 x 5	10 00	....
34	10 50	....
35	10 75	....
36	11 25	....
37	11 75	....
36 x 5½	14 50	....

Discount 25 per cent.

Cross Chains per 100—	
3½ inch	11 00
4 inch	12 00
4½ inch	13 00
5 inch	15 00
5½ inch	18 00
6 inch	22 00

Discount 25 per cent.

STEEL PRODUCERS NOW NEGOTIATING FOR FURTHER COAL SUPPLIES

Montreal.

The possibility of the coal strike and threatened railway strike having a much more serious effect on the steel industry, continues to attract the attention of both producer and distributor. Coal stocks of domestic manufacturers are dwindling and various plants are seeking new sources of supply. Reports given Hardware and Metal this week indicate that manufacturers are now working on coal reserves which will last from four weeks to four months, various firms being more fortunate than others in this regard. Because of the quality of coal from our domestic mines in Nova Scotia, steel producers claim that it cannot be used for coking or gas purposes and naturally importing from the Welsh coal field is now looked to as the most practicable source. It is hoped that importations from overseas will meet the situation sufficiently to assure consumers that curtailment of operations will not reach serious proportions at least for some time.

Local quotations on bar iron and steel remain at $3.15 base, and with the present situation, as outlined above, a strong market is anticipated for the ensuing weeks. It is pointed out that stocks of iron and steel are at a low level and if production is curtailed it will have a direct bearing on the situation. There is however, a usual period of lighter requirements ahead, and before the active buying movement in the Fall there is time to work on a surplus, thus improving stocks for the following Fall and Winter months.

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

PRICE REVISIONS PENDING ON ROOFINGS

No definite change has been announced with regard to the situation on ready roofings. In support of the contemplated changes outlined in last week's issue of Hardware & Metal, however, one manufacturer stated that rubber roofing will likely reach lower price levels in the near future, also mineral surfaced roofing and shingles. Probable reductions on tarred felts are outlined, but sheathings are described as selling on a very low basis. Although no date has been set for such price revisions, it is expected that a decision will be reached in the next week or so. In the meanwhile one manufacturer has announced that prices are guaranteed against decline for thirty days from the date of the shipment of the order

DISSTON SAWS AT REDUCED PRICES

Montreal.

New lower prices are given on the Henry Disston line of hand saws. The new quotations show a reduction of approximately 20 to 25 per cent. on the various sizes and grades. Following are present net prices on some of the better known lines.

DISSTON SAWS—

D. 8 x 18, $23.65 per doz. D. 8 x 20, $26.10 per doz. D. 8 x 22, $28.00 per doz. D. 8 x 24 $30.00 per doz. D. 8 x 26, $31.25 per doz. D 8 x 26R, $31.25.

No. 12 x 20, $3210 per doz. No. 12 x 22, $35.00 per doz. No. 12 x 24, $37.50 per doz. No. 12 x 26, $40.00 per doz. No. 26R, $40.00 per doz.

No. 7 x 22, $25.00 per doz. No. 7 x 24, $26.25. No. 7 x 26, $27.50. No. 7 x 26R, $27.50.

ARRIVALS OF ENGLISH SHEETS SUPPLY MARKET

Montreal.

The current situation on galvanized sheets is somewhat improved this week insofar as local stocks are concerned, as recent shipments have arrived from overseas. A consignment at the close of last week brought temporary relief to distributors and further shipments are expected to follow at regular intervals from now on. It is also reported that a shipment from domestic mills lately relieved the shortage in a few quarters. Distributors still anticipate a very strong undertone but owing to the English market the chances of a serious shortage, because of more serious developments in the United States coal strike, is thought to be remote. Bookings for Canada plate for Fall delivery are now being sought, but up to the present these are somewhat backward, dealers for the most part apparently willing to wait until actual demand is felt. Following are prevailing prices:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 50
26 gauge	6 75	7 25
24 gauge	6 15	6 65
22 gauge	5 80	6 30
18—20 gauge	5 10	5 60
Other Brands—		
10¾ oz.	6 75	7 25
28 U. S. gauge	6 35	6 85
26 U. S. gauge	6 05	6 55
24 gauge	5 90	6 40
22 gauge	5 90	6 40
18—20 gauge	5 75	6 25
16 gauge	5 60	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	13 00
20 x 28 IC, 112s	13 50
20 x 28 IX, 112s	15 50
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

COMMUNITY STAINLESS CUTLERY PRICES LOWER

Montreal.

A reduction is made on Community plate, stainless steel cutlery and following are new prices on the hollow handle Grosvenor, Adam and Patrician designs: medium knives, $18.10 doz.; dessert knives, $17.60 doz.; fruit knives, $15.20 doz.

SEASONAL TRADE RECORDED IN SCRAP MARKETS

Montreal.

Dealers in scrap metals state that notwithstanding the present mid-summer period there is a fair amount of business being done, one dealer describing present trade as, "not brisk by any means, but quite satisfactory considering we are now in the midst of real mid-summer." Prices, with the exception of scrap rubber, which is very dull with quotations easier, are being fairly well maintained at unchanged levels. Dealers anticipate a fair amount of strength in the market generally for future because of the upward swing in the primary steel markets and higher production costs. Average dealers' buying prices are the following:

WASTE MATERIALS—

Automobile tires		0 50
Rubber shoes		0 02
Yellow brass	0 05 to	0 06
Red brass		0 08¾
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04½
Lead, tea		0 03
Light copper	0 08½ to	0 09
Heavy copper		0 11
Wrought iron R. rd., No. 1, per gr. ton		10 00
Malleable scrap (ton)	9 00	10 00
Pipe scrap (ton)		7 00
Heavy melting steel	9 50 to	10 00
No. 2 busheling		3 00
Boiler plate	8 00	9 00
No. 1 machinery cast	20 00 to	21 00

SEASONAL DEMAND FOR CEMENT: PRICES UNCHANGED

Montreal

Cement quotations are unchanged with trade continuing in seasonal proportions. Building permits in the city promise an active building program for Fall and dealers anticipate a good movement up until the earlier winter months. Following are unchanged local quotations:

CEMENT—

Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Rebate of 20 cents for empty bags.

SLIGHTLY IMPROVED TONE IN BOILER TUBES

Montreal.

The general upward trend in iron and steel markets is said to reflect a slightly firmer tone in boiler tubes. It is pointed out however that chances of a stiffening of prices locally will largely depend on the movement of these products in the ensuing weeks. Trade at the present time is quiet and quotations are on a purely nominal basis. Unless a more active consumptive demand becomes in evidence there is little incentive to increase prices. There is usually a fair amount of repair work in the later summer months however and a slight improvement is looked for at a little later date. Following are average nominal quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	20 00	....
1¼ inch	22 00	....
1½ inch	22 00	....
1¾ inch	23 50	....
2 inch	22 00	16 00
2¼ inch	24 00	20 00
2½ inch	25 00	20 00
3 inch	29 00	24 00
3½ inch	34 00	28 00
4 inch	43 00	35 00

STRENGTH STILL APPARENT IN INGOT METAL MARKETS

Montreal.

During the past week the ingot metal markets have been somewhat irregular although a strong tone is still shown. Conditions in the U. S. A. are naturally affected by the strike situation which has caused a certain advance in prices, but apart from this metals in general are firm and would seem to point to higher figures. The London market remains quite strong and demand is generally well maintained.

TIN.—After showing an advance of almost two weeks duration, London had a slight set-back in the early part of the week, but it is considered difficult to say whether this is temporary or not. July figures show a decrease of 2,000 tons in visible supply and shipments from the Straits are lower than any previous month this year. It remains to be seen whether London can advance prices in face of lessened consumption in the U. S. A. Local market is still firm at 36½ cents.

COPPER.—The New York market remains steady with reports fairly good and domestic demand well maintained. It is stated that if it were not for lower consumption owing to strike conditions there might be a scarcity of early shipment copper, as it will be several months before new production is available. London has been slightly higher during the past week with prospects of a steady market continuing. Locally this metal is quiet with electro quoted at 17¾ cts., casting at 17½ cts.

SPELTER. — Spelter remains the strongest metal on the list and new high prices are being registered each day. Spot metal, East St. Louis, has sold as high as 6.30, and a figure of 6.50 would not be surprising. Such prices will naturally stimulate production, but this will not be available for some little time. London has advanced about £4 during the past few weeks and this market may have to look to this side for supply. Local market is strong at 8¾ cents.

LEAD.—This metal shows a little better tone in the U. S. A. without much change in prices, while spot metal is as scarce as ever in London It is considered remarkable how the price of lead has been maintained as it is on a much higher basis than other lines. Supplies in Canada are reported ample with prices following the trend of foreign markets. Present quotation 7 cents.

ANTIMONY.—Antimony is quiet, although prices are said to have probably touched bottom on this movement. Quotations are unchanged at 6½ cents for Chinese and 7½ for high grade English.

ALUMINUM.—This market is still very quiet with practically no change in the market tendency. Quotation is unchanged at 24 cents.

Toronto Markets

TORONTO, August 3.—A number of substantial price advances and declines attract special attention to the current hardware markets. Reductions include the Disston line of hand saws, Community plate stainless steel cutlery, Weed and Rid-O-Skid auto tire chains, roofing nails, single barrel guns, and various patterns of pruning shears. Marked increases appear on galvanized sheets, while a further ten-cent advance is reported in some quarters on bar iron prices, this upward move, however, not being generally adopted as yet. Sash weight prices on both sectional and solid types are at a slightly higher level. The upward trend continues in the ingot metal markets, lead and spelter leading the way towards recovery. Some temporary unsettlement is noted in the wire nail situation. Minor revisions have appeared in boiler tube prices, these levels being nominal and the market still devoid of uniformity. A firmer tone is evident in trough and piping, these products reflecting the higher prices on flat galvanized sheets, as well as a seasonal call. Price revisions are still pending on roofings.

BIG PRICE REDUCTION ON DISSTON HAND SAWS

Toronto.

The Henry Disston line of hand saws has been substantially reduced in price, the changes in quotations on some lines being as much as $9.00 and $12.00 per dozen. Lists showing the old prices, the new levels, and the extent of the decline in each case are included elsewhere in this section.

It is stated that these products are now being made in Canada, and quotations have been lowered accordingly. Hand saws, buck saws, compass, pruning and butcher saws are all reduced between 15 and 20 per cent.

SLIGHT INCREASE IN SASH WEIGHT PRICES

Toronto.

A slight increase has been announced in the local prices on both solid and sectional sash weights. These products are now quoted as follows: solid, $2.60 per cwt.; sectional, ½ and 1 lb., $3.00 per cwt.

PRUNING SHEARS ON EASIER PRICE LEVELS

Toronto.

A slight reduction has been announced on various patterns of pruning shears made by the Peck, Stow & Wilcox Co. The extent of the revision is around five per cent.

LOWER QUOTATIONS ON SINGLE BARREL GUNS

Toronto.

Single-barrel guns also appear with a slight reduction in prices this week. The non-ejector is quoted at $10.80, and with ejector the price is now $11.25.

DECLINE IN PRICE ON WEED TIRE CHAINS

Toronto.

Reduced list prices on Weed and Rido-skid tire chains have been announced, the new levels being effective from August 1. The extent of the decline is stated as approximately five per cent. Following are revised list prices with discounts applying:

WEED TIRE CHAINS FOR AUTOMOBILES—

Sizes	List Prices Per Pair
30" x 3½"	6 00
32" x 3½"	6 60
31" x 4"	7 25
32" x 4"	7 50
33" x 4"	7 75
34" x 4"	8 50
35" x 4"	9 00
32" x 4½"	8 75
33" x 4½"	9 00
34" x 4½"	9 25
35" x 4½"	9 75
33 x 5"	10 00
34" x 5"	10 50
35" x 5"	10 75
36" x 5"	11 25
37" x 5"	11 75
36" x 5½"	14 50

WEED CROSS CHAINS—

	Per 100
3½"	11 00
4"	12 00
4½"	13 00
5"	15 00
5½"	18 00
6"	2 200

RID-O-SKID TIRE CHAINS—

Sizes	List Prices Per Pair
30" x 3½"	3 75
32" x 3½"	3 95
31" x 4"	4 10
32" x 4"	4 25
33" x 4"	4 50
34" x 4"	4 75
32" x 4½"	4 75
34" x 4½"	5 00

Discounts 1 to 10 pair in one shipment, List Less 25%. 11 to49 pair, 30%. 50 to 99 pair, 33 1-3 %.

TEMPORARY UNSETTLEMENT IN WIRE NAIL MARKETS

Toronto.

While price shading is reported on wire nails in eastern distributing centres, owing to some unsettlement between manufacturers and jobbers, the local quotation on these products is reported as unchanged. The base of $3.65 is being generally maintained, manufacturers stating that no change has been made, while wholesalers look upon the lower levels reported as merely a temporary situation.

No Decision Regarding Furnace Prices

Rising Costs of Raw Materials Caused Movement to Pass Along Advances—Manufacturers Watching Coal and Rail Strike Situation—These Conditions Offset the Possibility of Easier Levels—Will Not Increase Prices Unless Forced to Do So

REFERRING to the recent reports that production costs of furnaces and ranges were going up and that prices on these products may have to be advanced in the near future as a result, one manufacturer stated to Hardware & Metal that the conditions outlined undoubtedly contributed towards such a situation, but they would not consider advancing prices unless absolutely forced to do so. It was pointed out that with the increased cost of foundry iron, coal, sheets and plates, all of which materials enter into the manufacture of stoves, ranges and furnaces, production figures have recorded a marked rise. That a movement to reflect these higher levels in the quotations on furnaces, etc., for the coming season had been noted in certain quarters, was also admitted.

It was further stated, however, that the scarcity of coal combined with the transportation difficulties were the two principal factors which stove and furnace manufacturers were now watching, and unless these conditions became much more drastic no immediate action of a price nature was being considered. That it was not considered advisable to increase prices at this time of the year, was the impression, even although primary costs might warrant such a change.

On the other hand, however, no indication regarding the actual trend of prices could be secured, it being explained that the situation was indefinite and would probably remain so while present conditions existed in the raw material markets. That some reductions might have been announced seems to be the feeling in some quarters, was the opinion of this manufacturer, if the factors above outlined had not caused producers to re-consider cost figures in relation to selling levels. As it is, the present situation tends to decidedly strengthen the present quotations.

ROOFING NAILS ALSO AT REDUCED PRICES

Toronto.

American roofing nails have been lowered in price, the extent of the decline being $1.00 per 100 lbs., or around ten per cent. The new level is $9.50 per keg, and less quantities at $11.50.

COMMUNITY STAINLESS CUTLERY PRICES LOWER

Toronto.

Some reductions have been made in Community plate, stainless steel cutlery. The revised prices following apply to hollow-handled knives in Grosvenor, Adam or Patrician patterns.

STAINLESS STEEL CUTLERY—

Medium knives, $18 10 per dozen. Dessert knives, $17.60 doz.; Fruit knives, $15.20 per doz.

Knife and fork sets, six knives and six forks:

	Per Doz.
Medium, with flat handled forks	14 19
Do., with hollow handled forks	17 87
Dessert, with flat handled forks	13 77
Do., with hollow handled forks	17 49

ANOTHER INCREASE IN BAR PRODUCT PRICES

Toronto.

Bar products have risen another ten cents, thus placing quotation of $3.25 on the local market. However, the previous level of $3.15 is still obtainable. This upward climb represents the insufficiency of transportation and lack of coal in southern primary markets, which developments have been responsible for a curtailment in steel production. The coal shortage is assuming a more serious stage, and following the banking of several furnaces in the American fields has come the institution of priority regulations by the Interstate Commerce Commission governing the distribution of available coal supplies. This ruling places iron and steel in the fifth group along with general industry.

Owing to the rising trend in pig iron prices, this similar increase in bar product quotations was more or less expected. The situation as affecting steel and steel products generally is being keenly watched, in view of the direct reflection on domestic prices and current conditions. Revised price levels follow:

IRON AND STEEL—

Mild steel bars, base	3 15	3 25
Mild steel bands 3-16 in. base	3 65	3 75
Bar iron, base	3 15	3 25
Angle iron, base	3 22	3 35
Horseshoe iron	3 75	3 85
Tire steel	3 35	3 45
Spring steel	7 00	8 00
Sleigh shoe steel	3 15	3 25
Hoop steel	4 00	4 10
Norway iron	....	12 50
Toe caulk iron	4 00	4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

LEAD SHEETS FIRM UP HALF CENT PER LB.

Toronto.

Lead sheets have now generally firmed up in price, the extent of the upward movement being approximately one-half cent per lb. This change brings the current average price to 9½ cents per lb. whereas the former quotation was nine cents. Other lead and zinc products continue unchanged in price, the upward revisions recorded recently

still being in effect. The undertone of the market is reported strong, with primary metals again on the road to improvement, consuming interest being on the increase and slightly higher levels now prevailing. Following are current levels on these products:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.		0 13
Lead Waste, pipe, list, per lb.		0 14
Do., over 8 in., list per lb.		0 15
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb		0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

MARKED PRICE ADVANCE ON GALVANIZED SHEETS

Toronto.

Another advance of thirty-five cents per 100 lbs. is recorded on galvanized sheets, this development being a direct result of the coal and rail strikes in the U. S. and their combined effects upon the steel industry. As noted in recent reports, galvanized sheets have been in good demand and the curtailment in production due to coal shortage resulted in a scarcity of these products. Consequently, quotations are climbing and the rise recorded this week, while being of a more extensive nature than recent changes in this direction, serves to emphasize the more serious side to the situation from a production viewpoint. A higher sheet market has been more or less freely predicted during the past week or two, as the continuation of a coal strike and the shortage of cars resulting from the tie-up in rail transportation, brought forth the announcement from southern mills that several furnaces had to be banked. Black and blue-annealed sheets remain unchanged in price, the demand for these being more moderate. Consumers continue to exhibit marked concern over delivery. Following are average revised levels:

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
14 gauge	4 10

BLACK SHEETS—

18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.
28 gauge	7 50
26 gauge	7 25
24 gauge	6 65
22 gauge	6 30
18 and 20 gauge	6 10

	Premier and	Apollo
10¾ oz.	6 75	7 30
U. S. 28 base	6 35	6 90
U. S. 26 base	6 05	6 60
22 and 24	5 90	6 45
18 and 20	5 75	6 30
16	5 60	6 15
12 and 14	5 45	6 00

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

GASOLINE PRICE DROPS ONE AND HALF CENTS

The price of gasoline has declined one and a half cents, thus bringing the current quotation to 34 cents per gallon.

MINOR REVISIONS IN BOILER TUBE PRICES

Toronto.

Another slight revision in boiler tube prices has been made, this time the change showing a distinct upward tendency. The large sizes of seamless tubing record a slight reduction, but minor increases are noted on other sizes and also on certain sizes of lapweld. The market governing these products is still described as nominal, and the new quotations merely represent the average levels at which trade in boiler tubes is being consummated. Repair work to heating plants is reported as bringing a fair amount of small business, while the developments in the steel markets generally reflect a much stronger tone and upward price tendency on the finished goods.

BOILER TUBES—

	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	20 00	....
1½ inch	20 00	....
1¾ inch	21 50	....
2 inch	20 00	16 00
2¼ inch	22 00	19 00
2½ inch	23 00	20 00
3 inch	27 00	24 00
3¼ inch	32 00	28 00
4 inch	41 00	35 00

SAYS NO ADVANCE IN FENCE PRICES: PRICES ON WOVEN WIRE FENCE HAVE NOT CHANGED

Toronto.

The early part of July one fence concern, selling direct to farmers, advertised that prices would advance July 15 but according to one of the largest fence producers in Canada, lists are now being distributed to the hardware and implement trade, by an individual, styling himself as manufacturers' agent, offering a price that is even lower than that price at which the company in question has been selling since last winter. It is frequently stated that in looking up the directory this man, offering the lower prices to the trade, is given as the superintendent of the fence company.

A more stabilized condition of the steel market and the effect of the settlement of the railway shopmen's and coal strike, will be the main factors in determining woven wire fence prices but it seems to be the desire on the part of the larger makers to reduce the prices.

New Quotations On Disston Saws

Disston Hand Saws—	Old Price	New Price	Reduction
No. 112, 26″	$53.45 doz.	$41.25 doz.	$12.20 doz.
No. 12. 26″	52.50 "	40.00 "	12.50 "
Nos. D100 and D23, 26″	45.00 "	35.00 "	10.00 "
No. D8, 26″	40.35 "	31.25 "	9.10 "
No. 7, 26″	35.55 "	27.50 "	8.00 "
Disston Back and Mitre Box Saws—	**Old Price**	**New Price**	**Reduction**
No. 4, Back, 12″	$28.60 doz.	$25.00 doz.	$3.60 doz.
No. 4 Mitre Box, 24″ x 4″	49.90 "	45.00 "	4.90 "
Compass and Nest Saws—	**Old Price**	**New Price**	**Reduction**
No. 2, Compass, 12″	$ 8.05 doz.	$ 6.00 doz.	$2.05 doz.
No. 4, Compass, 12″	7.65 "	5.80 "	1.85 "
No. 3, Nest Complete	21.85 "	17.75 "	4.10 "
No. 7, Nest Complete	18.85 "	15.35 "	3.50 "
No. 40, Compass, 12″ to 16″	39.15 gross	35.00 gross	4.15 gross
Pruning Saws—	**Old Price**	**New Price**	**Reduction**
No. 4, 18″	$18.80 doz.	$16.90 doz.	$1.90 doz.
No. 40, 18″	12.20 "	10.95 "	1.25 "
No. 18, 18½″	22.20 "	20.60 "	1.60 "
No. D24, 20″	17.10 "	15.85 "	1.25 "
Butchers' Saws—	**Old Price**	**New Price**	**Reduction**
No. 1, 22″	$30.30 doz.	$23.75 doz.	$6.55 doz.
No. 3, 22″	36.50 "	29.00 "	7.50 "
No. 7, 22″	28.45 "	22.50 "	5.95 "
No. 70, 22″	20.35 "	17.00 "	3.35 "

F.o.b. Toronto

FIRM UNDERTONE IN COPPER AND BRASS

Toronto.

A firm undertone is reported in copper and brass goods, prices on these lines remaining firm at the recent upward revisions. No further developments have been recorded, it being stated that the primary markets continue to show signs of strength, with more consumer interest reflecting a stronger tone. Prices are firm at the following levels, with a fair seasonal movement:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 20

COPPER—

Rods, base, per lb.	0 28
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 32

BRISK CALL FOR BRASS COMPRESSION GOODS

Toronto.

The current demand for brass compression goods is stated to be fairly

brisk, the seasonal activity in building circles being responsible for a good movement in valves and similar lines. Quotations have been on a much steadier basis during recent weeks, and no change is recorded, the following discounts remaining in effect locally:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	60%
Do., 2½ in. to 3 in.	48%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%

BASIN COCKS:—

No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

PIPE FITTINGS ON STEADIER PRICE LEVEL

Toronto

The movement of pipe fittings continues in active proportion to the brisk seasonal call for building materials in general. As a consequence of the improvement recently noted in these products, prices have remained on a much steadier basis, and are unchanged at prevailing levels. A general note of firmness has now developed throughout practically all markets where basic materials include ores, foundry iron, coke, coal, and these primary markets are thus affected more or less directly by elements such as the coal strike and similar tendencies. Business is reported as distinctly better by both manufacturers and distributors. Following are current discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, mall.	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do., long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922. Discounts 70 and 5 per cent.

FIRM SITUATION IN SOIL PIPE AND FITTINGS

Toronto.

Prices on soil pipe and fittings are described as very firm, due to the rising costs of production elements such as pig iron and fuel. The market tendency has been upward during past weeks owing to the seasonal increased call for these products combined with developments in eastern distributing circles. Local manufacturers, however, state that while a brisk demand is being maintained, price advances may serve to check the incentive to build dwelling houses and carry out other construction plans during the latter part of the season. For that reason efforts were being made to place unchanged levels before the market, but it is more or less evident that with the present situation remaining in effect, higher quotations are quite likely. Current discounts follow:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

Price Pendulum on Iron and Steel Again Swings Back Toward Higher Levels

FOLLOWING is a comparison table showing average base prices on bar iron and steel on the first of each month from October 1921 until now. It will be noted that in February, March and April of this year prices reached the lowest depths of the downward swing and since that time have been steadily climbing with prospects for still higher prices before they are lower.

1921	Bar Iron	Steel
October	$3.25	$3.40
November	3.00	3.25
December	2.90	2.90
1922		
January	2.80	2.80
February	2.65	2.65
March	2.65	2.65
April	2.65	2.65
May	2.75	2.75
June	2.95	2.95
July	2.95	2.95
August	3.15	3.15

It is interesting to note that a further advance has been made in certain quarters of 10 cents per cwt., thus bringing the base quotation of $3.25 again into effect. The present market trend indicates a general firming up to this level in the near future. Bar iron is therefore back again at the figure which prevailed last October, the lowest point during the past eleven months being $2.65 base, which was recorded in February and March of the present year.

UPWARD TREND IN INGOT METAL MARKETS

Toronto.

The ingot metal markets continue to maintain the level of improvement recently recorded and prices have generally remained at the slightly higher levels. The statistical position of copper is considered stronger in view of the reduction in the stocks of scrap which previously hampered the market. Consumers are reported to be booked up for the next few weeks, but the undertone is steady. Tin is appearing with a slight reaction in certain quarters, but lead and spelter continue stronger. Antimony and aluminum are dull, trading being exceptionally quiet and the market practically featureless.

COPPER.—Some slight improvement has been recorded in the demand for both foreign and domestic requirements. The statistical position of copper is regarded as stronger, and prices in some quarters are slightly higher. There is a lack of animation to trading, however, although the undertone is reported firm. Local prices are unchanged at 17 cents.

TIN.—The tin market is recording a slight reaction, with American prices receding, although London cables show an advance. The demand for this metal is only moderate in proportion. Quotations locally remain at the level recorded last week of 36 cents.

LEAD.—The market is stronger with buying now active . The demand has improved, thus showing a recovery from the recent quietness. The reserve stocks are reported as relatively smaller, and prices are again firming up, the local price of $7.25 continuing in effect.

SPELTER.—Zinc continues to advance on primary centres, and although consuming demand is considered moderate, stocks are reported low and the position of this metal is stronger. Producers are considering increased output. Local quotations continue at the higher level of $7.75 recently established.

LOWER QUOTATIONS ON PERFECTION OIL STOVES

A reduction is announced in list prices on Perfection oil heaters and wicks. Revised quotations follow:

No. 525, black japanned	**$8.00**
No. 530, black drum with nickel trimmings	**9.00**
No. 630, blue enameled drum	**12.00**

Discount 30 per cent.

No. 500 wicks and carries, $3.85 net.

London Markets

LONDON, August 3.—Business here at present, although not brisk, is very good for this season of year. A great many travellers and salesmen are on their vacation, and the depleted staffs are kept busy handling orders.

Price changes include lower levels on tire chains, the Disston line of saws and window glass. Collections are reported as good.

SUBSTANTIAL REDUCTION IN DISSTON SAW PRICES

London, Ont.

New prices have been announced on the Henry Disston line of saws, which show a reduction of between ten and twenty per cent. on the different styles. These changes cover hand, bucksaw, compass, pruning saws and butcher saws. New quotations are shown elsewhere in this section.

REDUCED PRICES ON WEED TIRE CHAINS

London, Ont.

New prices are now in effect on weed tire chains, the reduced levels being effective from Aug. 1. The list prices are lower approximately five per cent. with the following discounts applying:

One to ten pair in one shipment, list less 25 per cent.

11 to 49 pair in one shipment, list less 30 per cent.

50 to 99 pair in one shipment, list less 33-1/3 per cent.

ANNOUNCE DISCOUNTS ON WINDOW GLASS LIST

London, Ont.

A discount of ten per cent. on window glass in lots of less than 25 cases, and of fifteen per cent. on lots of 25 cases or over, is the decision reached in regard to the unsettlement recently apparent in this market. These discounts off the $6.00 box list merely brings into official recognition the average level at which glass has been recently selling.

EXPECT DOWNWARD CHANGE IN LINSEED PRICES

London, Ont.

Linseed oil continues to record a fair seasonal sale, but easier quotations are expected owing to the lower prices on flax seed. No change has been recorded at present, however, the following levels prevailing:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

UNCERTAINTY OVER FUTURE TREND OF TURPENTINE

London, Ont.

The feeling in the turpentine market is one of uncertainty, as the transportation difficulties in the U. S. have already begun to delay shipments from southern producing centres. Local prices remain at unchanged levels and although trading is described as quiet, the condition of stocks show no improvement and continue low due to the factors outlined above.

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

MODERATE TRADE IS RECORDED IN PUTTY

London, Ont.

Putty is naturally included among the paint products at present registering a seasonal movement. Distributors generally report that the demand for putty has been expanding during recent weeks, and the current tone is described as satisfactory. Quotations remain unchanged at the levels recorded at the opening of the season, which are locally as follows:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

GOOD SALE FOR SCREEN WIRE CLOTH

London, Ont.

Screen wire cloth is in good demand for summer homes, at following prices:

Painted black $3.00 per 100 sq. ft. Galvanized $3.60 per 100 sq. ft. Bronze $10.00 per 100 sq. ft.

CALL FOR INSECTICIDES CLEANS OUT STOCKS

London, Ont.

An excellent demand is generally reported for insecticides, and local stocks for both Paris green and arsenate of lead are described as almost exhausted. The cut-worm, potato bug and caterpillar are undoubtedly very active this year and farmers are generally kept busy fighting the pests. Following are average prices on these products:

PARIS GREEN—

½-lb. pkgs., 40c. lb.; 1 lb. pkgs., 38c.; 25 lb. drums, 36c.; 50 lb. drums, 34c; 100 lbs. 34c; 250 lb kegs, 32½; 600 lb bbls., 32c, lb.

DRY ARSENATE OF LEAD—	
In ½ lb. pkts., per lb.	0 35
In 1 lb. pkts.	0 33
In 5 lb. tins	0 32
In 10 lb. tins	0 31
In 25 lb. drums	0 28
In 50 lb. drums	0 27
In 100 lb. barrels	0 25

ACTIVE MOVEMENT IN HAY FORK PULLEYS

London, Ont.

General reports indicate a good sale for hay fork pulleys, the usual seasonal movement of these products now being evident. Following are current prices;

HAY FORK PULLEYS—

6" Wood Knot Passing Malleable Frame, each 87c. 6" Iron Do., 99c. each.

GOOD MOVEMENT OF WHITE LEAD IN OIL

London, Ont.

The demand for white lead in oil has been brisk all season, and still continues in good proportion. Prices continue at the new levels recently in effect, which follows:

WHITE LEAD IN OIL—	Tons Per 100 lbs.	Less Tons
Pure	13 55	13 90
Elephant	14 05	14 40

ROPE AND CORDAGE SALES STILL ACTIVE

London, Ont.

Although the current sales of rope and cordage are now somewhat lighter, the prevailing volume of sales is described as active. Prices are steady at the following revised quotations:

ROPE—	lb. base
Pure Manilla	0 21
Braver Manilla	0 19
New Zealand Hemp	0 19
Sisal	0 17

Winnipeg Markets

WINNIPEG, August 3.—Crop conditions in Manitoba are in excellent shape while in some parts of Saskatchewan and Alberta rain is badly needed. Generally speaking, however, business continues to show a better undertone and good crop returns would undoubtedly be made the basis for a forward movement. Over 43,000 men will be needed this year to harvest the crop according to current estimates, and 37,000 will be needed from the East to help. Undoubtedly hay forks will be in good demand but at the present time dealers report that retailers are only buying in small quantities just sufficient to meet their necessary requirements, but unless they book their orders from now on they will not be able to meet the demand for this line and other threshers' supplies. There are few price changes in hardware commodities. All markets are showing a firmer tone. The feature of the market has been the advance of eight cents per gallon on linseed oil. There is an active sale for seasonable hardware lines and stocks are rapidly becoming depleted.

GOOD TRADE CONTINUES IN LEAD PRODUCTS

Winnipeg.

There is no further change in the market for lead products since the advanced quotations some short time ago. Metals on primary markets are ruling firm and with a fairly brisk building activity the demand for these goods is normal.

COTTON WASTE FIRM: UNCHANGED IN PRICE

Winnipeg.

Although higher prices have been announced on cotton waste in other outside markets local prices are unchanged. The tone of the market is ruling firm but no change is expected owing to the presents demand at this season of the year.

PIPE FITTINGS STILL IN GOOD DEMAND

Winnipeg.

As building has been fairly active the demand for pipe fittings has shown an improvement in the demand. Quotations on these products remain unchanged.

TROUGH AND PIPES CONTINUE ACTIVE

Winnipeg.

Manufacturers of eavestrough, conductor pipe and other similar products report general activity with good prospects if building activities continue. The strength apparent in the steel industry, especially on flat sheet products that enter into the production of trough and piping contributes towards the present firm tone.

SOIL PIPE IN SEASONABLE DEMAND

Winnipeg.

Soil pipe and fittings continue firm in price with business for these products described as good. The movement during recent weeks has been accentuated by the activity in building circles, and as the demand is keeping up a seasonable volume of business for soil pipe is expected. Quotations are reported steady and unchanged.

SEASONABLE DEMAND FOR THERMOS BOTTLES & KITS

Winnipeg.

A seasonable demand is reported for thermos bottles and luncheon kits. Retailers are displaying these picnic goods and the warmer weather has led to many sales. Quotations continue unchanged at list price—25 and 10 per cent.

GOOD DEMAND FOR NAILS AT UNCHANGED PRICES

Winnipeg.

There has been a good demand for nails due to the activity shown in building. A good movement is still in evidence at unchanged quotations.

HIGHER QUOTATIONS APPEAR ON LINSEED OIL

Winnipeg.

Quotations on linseed oil show an advance of 8 cents per gallon, making local quotations on boiled at $1.36 per gallon and $1.33 for raw in barrel lots.

HAY FORKS AND HOES IN SEASONABLE DEMAND

Due to the heavy wheat crop in Western Canada this year hay forks and hoes will be in good demand. Stocks at the present time are not very heavy and jobbers state that retailers should pay attention to having their orders booked early in order to meet the heavy demand, or else they will not be able to get any further supplies, as wholesalers' stocks are getting into small compass already.

TURPENTINE STILL AT HIGH LEVELS

Winnipeg.

The tone of the turpentine market continues firm and quotations are $1.85 per gallon.

Hamilton Markets

HAMILTON, August 3.—The announcement from certain large American steel producers that they will be forced to close down unless a settlement in the coal strike is reached in the immediate future, comprises one of the primary elements in the steel and hardware trades. The upward climb of prices on many products is expected to continue as a result of these conditions. It is noted that in addition to the shortage of coal, there has developed a scarcity of cars at southern mill centres as a consequence of the railroad troubles. Domestic producers state that they are not yet seriously affected, but are admittedly watching the situation with marked interest owing to the question of deliveries. The coal shortage is also stated to be affecting some domestic manufacturing concerns whose stocks of fuel have beeen depleted through delayed shipments and heavier operations.

Already some shortage is noticed in pig iron, resulting in a sharp advance in prices, with a corresponding rise in sheets and bar product quotations. The coal strike and threatened extension of the railway strike presents a serious situation for many hardware manufacturers, and little relief for this class can be secured through the medium of the priority schedules prepared, which place manufacturers in the east in fifth place.

The trade in automobile accessories is reported good and there is a steady demand for builders' supplies. With favorable weather, the farmers should be in good shape, and by the end of the year trade may take on a more permanent form. Prices are stiffening in most lines. The trade will reap some benefit from reduced freight rates. Payments keep up fairly well. Wholesalers are now receiving large shipments of ammunition, and are evidently confident that there will be a good demand.

The fact that U. S. rail difficulties have already delayed shipments of turpentine from southern producing centres, has produced an unsettled feeling on domestic markets regarding the trend of future prices owing to scarcity. Present stocks are described as low and with the continued tie-up in the railroad service from Savannah and other points, the difficulties attending delivery of fresh supplies are liable to increase to the point where domestic holdings will be at a premium.

Pittsburg Markets

PITTSBURG, August 7.—Production of pig iron and steel has continued to decline, and the rate of output is now between 5 and 10 per cent. below the highest rate, which was attained late in June. There had been a rapid increase in the rate of production in the first three months of the year, and a small increase in the next three months, after the coal strike began. The restriction now is due chiefly to poor functioning of railroads, on account of the shopmen's strike begun July 1. The roads serving non-union coal fields in West Virginia and Kentucky were, however, overburdened, there being extra production induced by the failure of supplies from union fields, and the great decrease in production in the Connellsville region, where there have been many sympathetic strikes. In particular, by-product coke plants were depending largely upon West Virginia and Kentucky coal.

Government Steps

The Government has taken charge of coal distribution and coal prices, a general priority system being announced July 25 by the Interstate Commerce Commission, while July 28, H. B. Spencer was appointed coal administrator. However, in this district the Pennsylvania Railroad and the Pittsburgh & Lake Erie have announced that as they are functioning 100 per cent. they have no occasion to observe the general priority and will make no change in the operations unless specifically instructed from Washington. Where the priority system has to be observed iron and steel producers and consumers are unlikely to get any coal, as naturally they are far down in the list.

Set prices, at something like a moderate level, say $3.50 for mine-run, are expected to be enforced, and in the last three days of last week the local coal market gradually lost its activity, consumers deciding to hold off for lower prices. Connellsville steam coal had reached a firm level of $8.50 but declined to $7.50 by Saturday. Connellsville coke, which is a rarity and has scarcely been bought at all except by foundries, advanced to $14 for furnace and $15 for foundry, but lower prices are now expected.

Operations in the iron and steel industry are affected chiefly by coke supplies, as steel mills seem to have enough coal to make and roll all the steel they can produce, once they have the pig iron. As to coke, the change is chiefly in by-product production. Some by-product plants have had their coal receipts reduced much more than others, while some have stocks, say enough to last 30 days more without any fresh receipts. Accordingly, the banking and blowing out of blast furnaces has been spotty, eastern Pennsylvania and the valleys being conspicuous, while the Buffalo district is probably next in line for a great decrease in furnace operations.

A "Property Improvement Club"

To Assist Property Owners to Take Advantage of Adequate and Timely Painting When They Are Unable to Immediately Finance It—Hardwaremen Points Out That Deterioration is Greater Hazard Than Fire—The Reaction of Cheerful Surroundings on Community Life

AS THE campaign in the interests of "Save the Surface" progresses further, it becomes apparent that certain well defined arguments in favor of the preservation of property are shaping up. These form definite pointers which hardware merchants might adapt to their paint business with good success.

One of these factors is dealt with in the following advertisement which a hardwareman ran in his local paper:

"Paint insurance is as necessary as fire insurance and in the long run will prove far more profitable. Scarcely anyone now needs to be persuaded of the value of insurance.

"But the case for insuring one's house against fire, overwhelmingly strong though it is, lacks at least one argument, that can be used for insuring it by the use of paint against decay. For while fires are deplorably frequent, not all houses are burned, and the chief risk to careful people is from the carelessness of others.

"If you are among the fortunate people whom these precautions secure, and live among neighbors who are in this respect like yourself, you will be paying premiums for a long time with no return. But every householder who lives in one of our wooden houses will find his house progressively degenerating in value unless he paints it reasonably often.

A Greater Hazard

"If you believe then in insurance where there is some risk of loss, but where with luck you may escape altogether, do you not believe still more in insurance, where, without it, there is a dead certainty of loss, for no luck can possibly avail?

"If you are frightened by the chance that you may be looking at the charred remains of your home and exclaiming: 'Fool that I was, why didn't I insure? Are you not disturbed by the knowledge that while you jog along—saying of your house; 'It doesn't look too bad yet—We'll let it go another year.' Damage is being done which does not show itself in looks at all, but will show itself when you want to sell and have to accept an enormous cut in price for deterioration, or when you are forced by the risk of things falling asunder to rebuild what you need only have painted.

"It is as poor economy to say 'Paint is too, dear' as to say 'Premiums are too high.' The question is not whether you can afford to insure, but whether you can afford not to insure. So too you should ask yourself not whether you can afford, but whether you can afford not to paint."

A Property Improvement Club

In some communities hardwaremen have by co-operation assisted in bringing about a plan whereby those property owners who ordinarily might be unable to immediately finance the thorough painting of their properties, can secure the advantages of adequate paint protection before any deterioration sets in. This plan is the formation of a "Property Improvement Club" as a Bank Savings plan. It is found that people will save when they have a definite object in view and a convenient method of saving. As indication of the extent to which people make use of such plans is the fact that last Christmas over 72,000 people in one of our larger cities received checks from banks as results of their weekly deposits in Christmas Savings Clubs. In much the same way the banks can be asked to organize Property Improvement Clubs which people can join on the basis of depositing 1, 2, 3, 4 or 5 dollars per week, for 50 weeks. The banks will advertise why painting and repairing are important if property is to be conserved. In return for this the local paint trade will offer to distribute the bank's folders, put window cards in their windows, endorse the plan in meetings of paint dealers and paint clubs, in some cases devoting some co-operative advertising in the newspapers to it, and help in every way to get the public to join A Property Improvement Club.

The recent advertising conferences in Buffalo, passed a resolution as follows:

Whereas The Property Improvement Club idea will help to encourage individuals to save for painting purposes,

Therefore be it resolved that encouragement be given to the promotion of Property Improvement Clubs by banks and in return for such promotion the members present at this conference express their willingness to co-operate in securing the active help of their agents, representatives, and salesmen in each locality where the Property Improvement Clubs are organized by banks.

It is expected that the savings bank section of the American Bankers' Association will father the Property Improvement Club idea and urge banks throughout the country to secure the co-operation of the paint trade in the establishment of such clubs. This is an activity to be pushed in 1923.

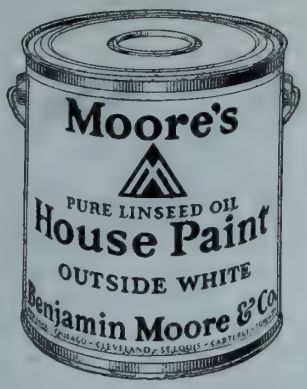
Reaction of Cheerful Surroundings

An interesting letter received by the "Save the Surface" committee, showing the possibilities involved in this idea is as follows:

"There lived in this town a few years ago an embittered old maid by the name of Miss Brown. She was disgruntled, so gossips said, because she has never been invited by a male to participate in a marriage ceremony. She owned and lived in a little house at the edge of town which was as bedraggled looking as herself.

"An alert hardware merchant came to town who was a great advertiser. He inaugurated a 'Paint 'Em Up' Cam-

(Continued on page 56)



For Every Paint Purpose

MOORE'S PAINTS

and

MURESCO

Your Paint department should be making you a lot of money right now. If you are handling Moore's Paints and Muresco—if you are displaying them on your counters and in your windows—you **will** be making money.

The Moore Line Includes the Following:

MURESCO—The best wall finish.
HOUSE COLORS—A pure linseed oil paint.
FLOOR PAINT—"Can't be beat for under feet."
TILE-LIKE—Varnish and stain combined.
MOORAMEL—Perfect flowing enamel.
SANI-FLAT—A non-poisonous flat oil paint.

Quality forever Moore

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered

Every Customer A Prospect For A Brush

Such a Wide Range of Household Brushes Now Offered That Nearly Every Customer Can Be Looked Upon As a Prospect—Two Types of Customers to be Considered

THE BASIS of the appeal in selling various kinds of brushes is to-day changed about as much as the brushes themselves, as compared with a few years ago. From the time when the first brush was made from a bundle of twigs bound together with grass, there have been almost incredible changes and developments in every article of household equipment, including brushes, and to-day the household brush is a highly specialized article designed, made and finished in accordance with the highly specified demands of the users. Many dealers seem to overlook the advances which have been made judging by the way they continue to handle brush trade.

The actual sale of brushes in the hardware store indicates that there are two distinct types of customers. First there is the class who come in and want just brushes, such as were known by their forefathers. Luckily this element is growing smaller every day.

The Other Class

The other class have noticed the displays and listened to the dealer's outline of the improvements made in the brushes and the new uses to which they may be put. These customers have kept pace with the times, largely the result of the work of those progressive dealers In selling to this class the first element necessary is a knowledge on the part of the dealer of just what this new and better brush is. Brushes are household necessities and among the class that receive very little care and a maximum of hard usage. The modern brush must perform the functions which brushes have performed for generations plus the exacting demands of modern specialization in housework.

The first result of this, of course, is the demand for a better quality, but even more important than this is the resulting demand for the special style, and therefore of the necessity of display.

The "grandmother" type of brush could be hung in the back of the store, packed in drawers, stood in corners. until it was asked for, but the up-to-date brush must not only be prominently displayed, if possible it must be where the customer can feel and examine it. It seems to be particularly efficacious in selling brushes for the customer to "get acquainted with them," one dealer put it.

In selling brushes to-day perhaps one of the strongest points is "sanitary" talk. Brushes are almost universally used in or on soiled articles, and the facility with which they may be cleansed, their ability to remove dust and dirt instead of spreading it around, and above all their cleanly and wholesome appearance are points of extreme importance.

The idea of having specially designed brushes for cleansing inaccessible places is one of the best of selling talks.

The modern housewife is fond of using brushes and it is safe to say that a good window display backed up by an up-to-date stock for selection will not only bring the hardware dealer a good profit, but bring into his store customers who are going to linger and look about and examine. Every dealer knows that this customer always buys many items.

"PROPERTY IMPROVEMENT CLUB"

(Continued from page 54)

paign, offering attractive inducement for people who would paint up their premises with his paints.

"Painting up became an epidemic, which eventually reached to Miss Brown's weather-beaten old barn. The structure had fallen into such a state of neglect that it didn't seem possible that all the paint in the world could have given it life. Yet that was exactly what it did. There wasn't a board that was not riddled with cracks, yet when the painter had finished his job, it had the smiling appearance of a new barn.

"Before the campaign was over the good work had reached to the house and then to the interior. Then apparently finding herself the only discordant note in her sunny surroundings, the lady bought some 'Bloom of Youth' and other accessories to brighten up her own sallow self. Within the year, she had married a bachelor whom she had known for years: 'How did it happen,' was the big community question.

"Those who claim to know declared that it was the psychological effect of the 'Paint 'Em Up' campaign. The advantages of giving the necessary paint and varnish to our premises is great—it preserves them, but there is also another far reaching effect—the reaction of cheerful surroundings on our own lives and the community at large."

HYDRO POWER FOR MONCTON, N. B.

Moncton, N. B.—Dr. E. A. Smith, chairman of the New Brunswick Electric Power Commission, has advised the city of Moncton, that the Hydro current would be in that city by December 1.

Talks "Save The Surface" To Farmers

Paint display in Mitchell's Hardware, Brandon, Man., showing an attractive grouping of paint, varnish and brushes. This firm is using such displays to stir up interest in painting now that the harvest season is drawing nigh and farmers with a good crop will be in a receptive mood for suggestions having for their object the preservation of property. The "Save the Surface" idea is talked by this firm and every opportunity taken to show the banners and other literature in connection with it.

Boeckh's Brush News

Get 'em Early—and Keep Your Till Smiling

That old adage: "The early bird catches the worm," is true to-day as in the past. And your till tells every time whether you're an "early bird." Get your fall stock of Boeckh's Brushes early this year, and keep your till smiling. Don't delay. Don't take for granted you'll have enough to "tide you over." Many good sales are lost every fall by merchants who figure this way.

Bigger Advertising— Means Bigger Demand

We are planning to do considerable advertising this fall. And we are anticipating a bigger demand for Boeckh's Brushes than ever before.

To get **your** share of this increased business you must be ready when the demand comes. And you'll need to start right now. Go over your stock of Boeckh's Brushes, and see what you need. Then get your order placed by the earliest possible date.

If you wait a few weeks, you'll be too late. Your opportunity will be lost—and your till will tell the sorry tale. For you will miss not only Boeckh's Brush sales, but sales of kalsomine, paints, oils, varnishes, stove-pipe lead, and much other merchandise that people purchase along with brushes.

Remember that wise old bird—and get ready early this year—early enough to catch every Boeckh Brush sale that should be yours. That's the way to keep your till smiling.

When ordering, be sure to state what advertising matter you require.

The Boeckh Company, *Ltd.*

Toronto - Canada

Distributors

MONTREAL: H. E. Smith Sales Company, 130 Craig Street West.

WINNIPEG: J. B. Buckham, 664 Broadway.

VANCOUVER and VICTORIA: The T. S. Griffiths Company, 1080 Hamilton St., Vancouver, B.C.

Makers of Everything in Good Brushes Since 1856

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, August 3.—Featuring the paint markets this week is a substantial reduction in the quotations on linseed oil. Current prices in most quarters record a decline of twelve cents per gallon in sympathy with the flax-seed market which has developed a somewhat easier tendency during the week. Crushers state that with very favorable crop conditions for fall, the spot seed market reflected a considerable lowering. Turpentine prices show a reduction among certain distributors who were formerly quoting comparatively high figures while other firms are maintaining former price levels. The undertone of this market in the South is reported as fairly steady for the present season of the year although a somewhat lesser demand is now in evidence. Unless European demand shows a spurt, an easier tendency in this market would not be surprising to local importers. No definite information is yet given on the probable trend of brush prices, but it is stated that in all probability an announcement will be made around September first. Business in paint and varnish circles shows a slackening, the usual summer dullness being generally reflected. Current prices remain unchanged at the revision of three weeks ago.

LINSEED PRICES SHOW SUBSTANTIAL DECLINE

Montreal.

Linseed oil is featured this week with a price decline of twelve cents in most quarters, while certain firms announce that prices will be reduced, but just to what extent has not yet been determined. It is quite probable however that prices generally will be lowered to around the dollar mark, the quotation of $1.01 now being given. The present recession is said to be entirely in sympathy with the seed market, reports of bumper crops having had the effect of lowering the spot market. This development commenced at the beginning of the week and while certain interested parties were awaiting further developments before taking any action with regard to oil prices, it is apparently considered a genuine fluctuation by most crushers who announce the above reduction. The July seed position has now run out and crushers are working on future markets. October seed is said to be approximately twenty cents lower than present cash seed and with the chances of October option still showing a further reduction, the trend of linseed oil may prove to be an interesting one during the following weeks. Following are present average quotations:

LINSEED OIL—		
1 to 2 barrel lots, per gal ...	1 01	1 03
5 to 8 barrel lots, per gal.	0 99	1 01

Less barrels, add 10 cents per gallon.

MORE UNIFORM PRICE BASIS ON TURPENTINE

Montreal.

Price developments on the local turpentine market this week are noted only with some firms while other distributors are maintaining former levels. Dealers who were formerly quoting as high as $1.80 in one barrel lots announce a reduction of fifteen cents per gallon, which leaves prevailing quotations on a much more uniform basis. Reports from the South indicate that demand has slackened to an extent while new receipts are somewhat heavier. This has naturally tended to weaken the situation, although up to the present price recessions have been of a very minor nature. Importers state that the market at producing centres is keeping on a surprisingly steady basis when the present season of the year is considered. With the usual falling off in demand during the remainder of the summer weeks, however, a somewhat easier tone would not be surprising. Present prices are as follows:

TURPENTINE—	Imp.	Gal.
1 barrel lots	1 63	1 65
2 to 4 barrel lots, per gal.....	1 61	1 63
Broken lots	1 73	1 75

SUMMER SLACKENING NOTED IN VARNISH SALES

Montreal.

Paint manufacturers state that business is now reflecting the usual summer slackening, and orders are not as plentiful as in previous weeks. This can only be expected at this season and little further activity is anticipated until the later Fall months when outside painting recommences. Business this season has been of a satisfactory nature and manufacturers are quite optimistic regarding Autumn trade. Prices on the various lines of paints and varnishes remain at recent revisions with the undertone of the market generally in a steady to firm position. There is some speculation with regard to the probable trend of prices a little later on and the question of both sales tax and current quotations is likely to be discussed at the usual Fall meeting of manufacturers in September next.

REVISION IN BRUSH PRICES EXPECTED AROUND SEPTEMBER FIRST

Montreal.

The question of the probable trend of the brush market in the Fall is still uncertain, and beyond some speculative remarks there has been little further development in recent weeks. Hardware and Metal was informed by one manufacturer that a reduction of approximately 5 per cent. would not be surprising while another dealer was of the opinion that any revision made would involve changes both in an upward and a downward direction, depending entirely on the bristle market in the ensuing weeks. It is stated than any announcements forthcoming will in all probability be made around September 1st.

Toronto

TORONTO, August 3.—A sharp reduction in linseed oil prices, owing to the recession apparent on the flax seed markets, comprises the feature change on the current paint markets. A variation is still noted in linseed prices locally, but the flax crop conditions for Fall are described as very favorable and crushers state that they are now working on the basis of future markets. Seed prices receded and oil quotations were lowered in conjunction.

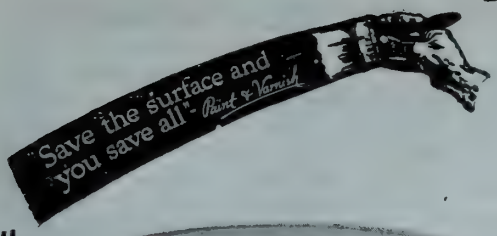
Turpentine still retains the firm position recently recorded in these markets, southern distributing centres reported strength and steady levels, while domestic distributors point to the delay in securing fresh shipments as tending to create a shortage of this product locally. The strike situation in the United States has more or less affected the transportation of turpentine from producing points, and unless a settlement is reached in the near future, domestic stocks may be at a premium. However, the current call is comparatively light.

Brush prices are unsettled, but an announcement involving changes in both an upward and downward direction on the different bristle products is expected around September 1.

The new discounts on window glass box list announced last week, have been verified and are now generally accepted as the average level throughout this district.

The call for Paris Green and dry arsenate of lead still continues, and stocks of these insecticides have been practi-

(Continued on page 60)



Registered

Floglaze

"The Finish that Endures"

EXTERIOR SURFACES

Painting in the Fall pays from both the dealers' and the consumers' standpoint. Dealers are rapidly being convinced that the logical time for paint selling is in the Fall when conditions are much the best.

Consumers realize that surfaces are drier, better seasoned, and more in need of paint in the Fall than in the Spring. Better protection is afforded, moisture and dampness kept out, with the result—longer life to property.

Floglaze Exterior Surfaces gives more than average protection, better brushing and greater spreading qualities. Dealers will do well to avail themselves of early stocks.

Be Ready For The Fall Demand

The Seven

Floglaze

"The Finish that Endures"

lines are

Home and Farm Finishes
Auto Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Our dealer's booklet "A Guide to Large Profits" gives detailed description of Floglaze "Exterior Surfaces" and six other Floglaze lines. Write for a copy.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender Street W.
Vancouver

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL
243 Beaver Hall Hill

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 58)

cally depleted. Distributors state that as fast as new supplies come to hand they are promptly shipped out to meet requirements. Prices are unchanged on these lines.

The paint and varnish trade has recorded a slight moderation in the volume and size of orders at this time of the year, conditions usually being a little quieter during the vacation period. Preparations are generally being made for a renewal of brisk trading in the Fall, with business up to the present being reported as satisfactory and up to expectations.

STRENGTH MAINTAINED IN TURPENTINE MARKETS

Toronto.

Quotations on turpentine are locally unchanged, the general market situation maintaining the firmness recently that new shipments are more or less recorded. Local stocks are still described as low, it being further claimed difficult to secure owing to the restricted transportation facilities over railways from southern producing centres. The walk-out of railway shop men has seriously curtailed freight services on some lines, while the coal shortage also serves to delay rail transportation. Prices on turpentine at Savannah are being steadily maintained, the average level recently showing a more even trend. That future supplies may be more or less at a premium if present conditions are not speedily settled, was the expression of one local distributor of turpentine, it being pointed out that the consuming demand does not enable any stocks on hand to speak of. Turpentine is not very plentiful, but with a cessation of strike conditions, this condition would be remedied. Average local quotations have firmed up to the following levels:

TURPENTINE—

1 barrel lots	1 75
2 to 4 barrel lots	1 74 1 79
5 gallon lots	1 90 1 95

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

RECESSION NOTED IN LINSEED OIL PRICES

Toronto.

Linseed oil prices have receded during the week, this development being attributed to the trend of the flax seed markets. Prices on seed have dropped to a marked extent, this change having been primarily caused by the very favorable flax crop conditions. A variation in prices is recorded on the local market, certain crushers and distributors quoting a price of $1.03 per gallon for raw oil, while others are maintaining the higher levels recorded below. The average quotation obtainable, however, continues to vary, the range at present being between the price recorded above and $1.10. The current call for linseed is described as quiet, a condition which is usual at this time of the year, large consuming requirements having been covered. Crushers state that they are now working on the basis of the future seed markets, with price naturally on a relatively lower level. Following are revised local prices:

LINSEED OIL—	Raw		Per Gallon Boiled	
1 to 2 barrels,	103	1 10	106	113
3 to 4 barrels	1 02	1 09	1 05	1 12
6 to 9 barrels	1 00	1 03	1 03	1 10

Less barrels, 15 cents per gallon.

STRONG BASIC CONDITION IN ROSIN MARKETS

Toronto.

The firm tone noted in the rosin market during recent weeks is still maintained, and although the strength does not compare with the rapid developments witnessed in the turpentine markets, yet prices are slightly higher than formerly. This is attributed to the tendency in southern producing centres, and while the present is usually a quiet season for these products, the medium grade G, are $9.25 per 100 lbs. and water white, $11.25, for similar quantities.

LONDON HARDWAREMEN HAVE BIG DAY

(Continued from page 39)

ring, dash along another fifty yards and grab a license and then run 50 yards more to where the girl was waiting and race back with her, Mr. Westman and his companion Miss O'Dell showed real speed, making the trip many seconds ahead of the nearest competitor. The event was greatly enjoyed and many of the men in their anxiety lost time by dropping the ring or the license. Many of them by the time they reached the girls were so winded that the girls had to pull them the rest of the way, greatly to the delight of the crowd.

Instead of holding a supper this year the hardware men put up a big tent and here eatables and soft drinks were distributed with ice cream cones to all.

In addition to the events mentioned, there was a big program of races for the children, and several events for the ladies. All were keenly contested and the entire outing was voted by all a great success.

Several of the district merchants motored in, among others who had a good time being W. H. Cuddy of Strathroy, and James Wright of Glencoe.

H. Scratch, district representative of Lowe Brothers, had an exceedingly busy time acting as starter in the various races, and also in the ball game and A. J. Wharton of the Alabastine Co., who was catcher for the single men, worked harder perhaps than anybody on either team.

A CHAIN OF SERVICE

(Continued from page 35)

equipped with a gasoline pump in a visible position to the passing traffic.

Of this proportion, the greater number of these merchants are undoubtedly situated in rural districts and small towns, thus providing a national service chain to all motoring enthusiasts, both domestic and transient, where its necessity is most strongly apparent.

According to the official report from the Weights & Measures Inspection Service at Ottawa, there were some 15,363 curb gasoline pumps inspected in Canada in the fiscal year ending March 31, 1921. The later figures are not yet available, but this number has undoubtedly been greatly increased since that date, and while a fair proportion are installed in conjunction with garage services, the hardware merchants total comprises a substantial ratio.

Of the total number of curb gasoline pumps in Canada, the extensive field for garage proprietors and auto dealers in the cities and larger towns represents a heavy proportion. While hardware merchants in the cities have often passed up the possibilities of revenue and increased business which may be contained in the curb pump, this has been principally because of the comparative nearness of the elaborate filling stations which oil interests have instituted. In the country, however, both the garage and the hardware store have found a place in the gasoline and auto equipment supply field.

It has frequently been suggested that any authentic record as to the exact number of retailers supplying "gas" by means of the outside pump, would show even more favorably than the 45 per cent. quoted above. To compile such a record, however, would entail the personal canvass of every individual hardware store in Canada, and by the time any such work was completed, it would almost be necessary to repeat the performance, in order to correctly tabulate the new installations and also those purchased through secondary channels.

It should also be remembered that in addition to those hardware merchants who have a gasoline pump installed outside the store, there are a very large number having pumps inside the store. Some disadvantages are attributed in certain quarters to this method, but even in spite of any suggested handicap, the fact that the hardware merchant sells gasoline has been found to fill a very pressing need on countless occasions.

In some districts it is considered necessary to obtain the consent of city authorities for installation of such gasoline equipment which entails outside space. Other official regulations, however, do not hinder but rather encourage the curb pump. With the product stored in the underground tank outside the store, its contact with other commodities in the store is eliminated. This is also recognized as the safest method of storing and handling gasoline by the fire underwriters, the various safety devices thus reducing the hazards and risks frequently associated with gasoline in previous years.

That Reminds Me!

Time and again people go to hardware stores, notice the CANADA BRUSH display on the counter and exclaim: "That reminds me I want a brush."

Sale after sale is made because the brushes are right out in plain sight to act as a **reminder.**

The illustration shows only one of our practical dealer helps to increase your brush business—we have many others.

Wouldn't you like to be put on the road to greater brush business and to greater brush profits?

Write before you place another order!

CANADA BRUSH COMPANY LIMITED

Head Office and Factory: St. John, N.B.

Montreal Branch : 17 St. Gabriel St. **Representatives : St. Michel Ltd.**

'COCK KNIFE'

Corporate Trade Mark Granted 1772

Rawson Brothers

SHEFFIELD, ENG.

Manufacturers of Celebrated **"COCK"** Brand Cutlery

Agents: C. C. CRAIG CO., Ltd.
281 McDermott Ave. - WINNIPEG
Stocks Always on Hand

No. 9990

SAWS

SIMONDS CANADA SAW CO.

Limited
"The Saw Makers"
Montreal, Que.
St. John, N.B. Vancouver, B.C.

Men who use Cross-Cut Saws know the quality and efficiency of Simonds Crescent-Ground Saws. They buy by the name and that is why dealers carry this nationally known line.

Write for catalog and discounts.

SIMONDS

Everything For Golf

G. BRODIE BREEZE & CO.

(THE SCOTCH HOUSE)
GOLF CLUB MAKERS
182 Trongate, GLASGOW, SCOTLAND

GOLF CLUBS **BAGS and BALLS**
GOLF PROFESSIONALS' SUPPLIES
GOLF GREEN KEEPERS' SUPPLIES

Export Orders Solicited. Write For New Illustrated Catalogue

Cable--BROBREES--GLASGOW. Established 1888

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	$10 70
BB Caps	.....	.....	7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	15 00
22 L. Mush	.....	.....	16 00
22 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	68 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross.	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
Winchester and Savage advance 2½% American list. Rim fire ball cartridges, less 2½ per cent. Centre fire, blank and shot cartridges, plus 10 per cent.
Remington Union Metallic, list less 2½ per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bits, doz.	16 50	17 00

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............ 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.80.
Canvas belting, 65 per cent. off.
F.O B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Do., Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
real	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag., yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel $8 75
Less car lots—
Per bbl., f.o.b. yard 4 40
Per bbl., delivered 4 60
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	15 00
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $3 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 67c per lb.; No. 7, 56c per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

Barrett Dealers, Everywhere, Gentlemen:—

We're a handsome combination—
Look so swell upon your shelves,
That we share the admiration
That you feel for us, ourselves.

Your customers all choose us
For they know the Barrett name,
And they never will confuse us
With the stuff that's "just the same."

Making money is our function—
Not just dolling up your store.
So we leave without compunction,
Hurry up and order more!

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER
HALIFAX, N. S. ST. JOHN, N. B.

Yours for a quick turnover— Barrett Products

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz........... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c. 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $9.00; ⅝ in., $10.20; ¾ in., $12.00; 1 in., $16.80.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922. Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under 60%; 4½ and larger 50%; long, 4 in. and under, 65%; 4½ in. and larger 55%; running thread, 4 in. and under, 40%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ..$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES Doz.
Per doz.
For 15" Axle ....$ 6 80
For 17" Axle 7 20
For 19" Axle 8 10
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½............ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 15 00

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Per Doz. Pair.
Atlas, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4" 12 40
Do., 5" 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... ... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do. No. 3 ... . 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 [illegible] in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	5 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	3 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... ... 21c per lb.
48 x 96 ... ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per set ...$ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12 and 14 ft..... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do, Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases .. .. 1 35 doz.
3 doz. cases . ... 1 20 doz.
6 doz. cases ...... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 3 75
Barn Door, No. 5 .... 3 00
Do. No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood $3.65 base.
F.o.b. Montreal.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head. keg. $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size Capewell—	C Brand Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting. 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM—	Per 100 lbs.
Navy Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 30

F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	$ 0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 35½
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
List, less 15 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress. Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iorn Blk.	Gen.Wrot.Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	[illegible] 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 in.	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal.

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Sisal 0 17

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN

20x28x100 lb. basis, box	$13 00
20x28IC, 112s, box	13 50
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC. 14x20. 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes, 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.85; 3 ply, $2.20.
Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.
Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles	
4 shingles in one, per sq.	6 00
Everlastic red or green, mineral surface, sq.. 36" wide..	2 85
Do., 18 wide	3 30
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 and 10 gal. cans	0 85
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net.	per doz.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.B, 26 in. .. 31 25 doz.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright	82½/5%
Wood, R. H. bright	80/5%
Wood, F. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H., bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No 8, $0.95, No. 9, $1.05.
No. 7 ....$1 26 No. 9.....$1 50
No. 8 .... 1 85 No. 10..... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do.. No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz.......... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	—50 ft. Challenge Stl.....	4 95
103	—50 ft. Reliable Jr., Stl...	5 25
243	—50 ft. Rival Steel	4 40
553	—50 ft. Steel	3 95
1243	—50 ft. Rival Jr., Steel ..	4 06
603	—50 ft. Metallic	3 17
604	—66 ft. Do.	3 54
403	—50 ft. Linen	2 39
		Dozen.
713	—50 ft. Ass Skin	6 15
714	—66 ft. Ass Skin	7 37
143	—3 ft. Steel Pocket	7 27
145	—5 ft. Steel Pocket.......	9 20
175	—5 ft. Linen Pocket	6 35
165	—5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 60%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb.			
per 100 lbs.	$3 00	$3 25	$3 25
Section, ½ lb.			
per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs.			
per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS

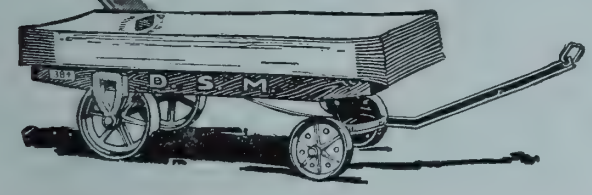
Talk No. 370

WHAT WILL IT PROFIT

A man if he be the best tinsmith in the countryside and has no sheets when orders come flying in?

Get ready now for the after harvest rush. Order your "Premier" Galvanized Steel Sheets for September and October delivery now. Give your jobber a chance by getting the order in to him now.

TINKER TOM



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Not many have that amount of money for investment at any one time. All, however, who are counting upon building up an estate, are realizing the need of regular investments.

All who are making those regular investments appreciate that these must be in sound securities—securities upon which one may rely to give a regular return.

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Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs. 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb. bbls.	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06 08
Do., less quantities	10 12
Raw and Burnt Sienna 100 lb. kegs, lb.	06 08
Do., less quantities	10 12
Chrome, green, 100-lb. kegs	0 17
Chrome green C. P.	35 40
Chrome yellow	20 40
Brunswick green, 100-lb. Keg	12-14
Indian red, 100-lb. keg	08 18
Lamp black in bulk	0 26
Packages	30-38
Venetian red, best bright	06 08
Do., No. 1	04 05½
Drop black, pure dry	21-27
Golden ochre, 100-lb kegs	08
White ochre, 100-lb. keg	06
Do., barrels	0 05
Yellow ochre, barrels	04 06
French ochre, bbls.	06 08
Spruce ochre, 100-lb. keg	06-08
Red oxide bbls.	0 6
Vermillion, American	0 85
English vermillion	1 85

F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—	1-lb.
Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tints, gal.	3 75
COLORS in OIL, Pure	
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 85

F.O.B. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 27
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigskin	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 15%.
Toronto and London, Less 10 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70 10%.

GLASS PLATE,
Montreal, 60% off.
GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.
LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.
LINSEED OIL—see weekly report.
LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾
LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.
OILS—Fly Crenoid.
Barrels, per gal. $ 60
Half-Barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 00
¼ gal. cans, 1 doz. to case 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C P. Co. pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 60
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.
PUTTY
See weekly report

ROSIN—	Per 100 lbs.
G., medium grade	$ 9 25
Water white	11 25

SHELLAC	Pure White	Pure Orange
Per gal.		
In bbls.	5 35	4 65
Gal. Jugs.	5 65	5 15

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens.
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors		4 18
B. H. Maritime Spar		5 23
B. H. Hard Oil		2 57
B. H. Gold Medal		3 28
Elastilite, Imp. V.		3 95
Granitine Floor Finish		3 95
Hydrox Spar, Imp. V.		5 00
C. P. C. Sun Varnish		4 00
Glidden Wearette		4 00
Glidden Floorette		4 00
C.P.C. Sun Aero Spar		4 60
C.P.C. Sun Waterproof Floor		4 10
I. V. Elastica, No. 1		4 99
Do., No. 2		4 58
Do., Floor		4 10
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No., No. 61		5 14
Jamieson's Copaline		4 10
M-S Marble-Ite Floor		4 32
M-S Wood-Var.		4 16
M-S Durable Spar		5 23
M-S Finest Interior		4 97
Moorlastic Floor		4 25
T. 45 Floor		3 50
Morvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 24
Mar-not, S. W.		4 03
Quick Action House		2 70
Rexspar, S. W.		5 14
Scar-Not S.W.		4 76
Lowe Bros., durable floor		4 60
Solpar House Spar		4 60
Solpar Floor		4 60
Solpar, Interior		3 60
Kyanize Spar, Boston Var.		5 25
Kyanize Cabinet Rubbing		4 95
Kyanize Interior and Floor.		4 95
Luxeberry Light		4 85
Luxeberry granite		5 00
Luxeberry spar		5 72
Ramsay's Universal		3 85
Ramsay's Agate Floor		3 90
Ramsay's 400 Hard Oil		3 35
Ramsay's No. 720		3 10
"C. D. Big 4" Exterior		5 10
Do., Interior		4 60
"C. D. Big 4" Floor		4 50
C. D. General purpose		4 28
C. D. Furniture		2 30
Dougall Univarnish, clear		4 50
Dougall Transparent, spar		5 00
Dougall Transparent, floor		4 50
Do., Nogloss, interior		4 50
Do., Interior		4 50
Adelite, No. 103, Floor		4 00
Adelite, No. 105, Flat		4 00
Adelite, No. 100, Spar		5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 100 lbs.) 5 lb. pkgs.	White Colors
Frescota	$ 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	$ 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.
300 lb. bbls.	7 00 8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkgs.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX	
B H. Wax	$ 0 15
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1 75

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CIRCULATION DEPARTMENT

MacLean Publishing Company, Limited

143-153 University Avenue, Toronto

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.60; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps		.....	$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 60
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 60	.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	64 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
32 Rem. Rim		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim		.....	159 50
351 Self Ldg		.....	121 50
44/65		.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c per lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per	dozen.
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. 15% on list.
Common .. .. .. 30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $4.15 base, Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.00 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.75 base. Rounds over 2¾ in. to 6 in., $5.25 base. Swedish iron, $8; sleighshoe steel, $5.25; spring steel, $5.75; mackinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅝ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B. per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.18; 4 in., $9.00; 5 in., $12.75.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	80%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
N. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4 45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in, $16.50.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.95; hand drilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI%ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
26 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	1 33
Boiled	1 36

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base: Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

K. & S. TIRES & TUBES

Give You More than You Pay For

K. & S. Tires are made up to the highest standard possible. Quality is the primary consideration. Our only instructions to the factory are to use the best materials obtainable, and to give each and every tire individual attention. The result is that K. & S. Tires are absolutely dependable and in a class by themselves. K. & S. Tires are made in Canada for Canadian roads.

Get in Line to Serve Your Customers With K. & S. Tires Which Have Stood the Test

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B.	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$ 1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 11

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.: No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightening lBades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25; Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base; square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3 - 16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 baso. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	8 80	5 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

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Unequalled for fast cutting.

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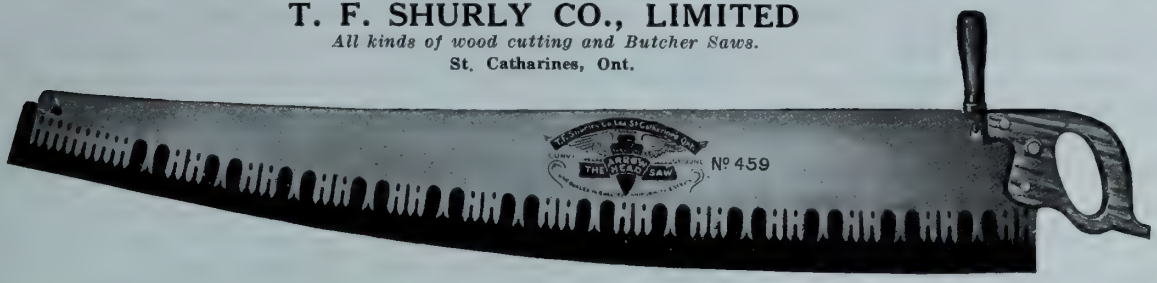
All kinds of wood cutting and Butcher Saws.

St. Catharines, Ont.



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No. 55 CROSBY PLIERS

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The thin nose slip joint pliers—designed to fit the hand and grip tight—tested to cut wire, nails, etc. Drop forged of **SWEDISH** tool steel—noted for its strength and dependability.

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USE **MENDETS**

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A Quick Cure for Leaky Utensils

When a favorite utensil gives way and begins to leak, it's a grave calamity in most households. This is the foundation for your profits and successful sales of Mendets. Sell the Mendets—but sell the idea, too, that Mendets in the house are a safeguard against loss of time and patience.

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W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torone.

DOG HARDWARE
The Niagara Metal Stamping Corperation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited. Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FISHING TACKLE
F. J. Thomscon, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
E. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Tayler-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal. Que

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SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEEYING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montrea.l
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelyhia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N. Y.
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co., of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
MacArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins, & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED Hardware man, three years' experience. Must be able to sell. State salary wanted and give references. Fleming Bros., 1036 St. Clair Ave., Toronto.

WANTED—A first class hardware man to take charge of a retail hardware business in growing city in Nova Scotia. An excellent position with a good salary for the right man. Apply in writing to P. O. Box No. 664, stating fully qualifications.

WANTED: Traveller to call on wholesale hardware trade.

Canadian distributors selling wholesale trade only want live wire to sell complete line European cutlery, tools, skates, etc. in Ontario. Non competing lines permitted. Only those having established connection need apply. Splendid opportunity. Replies confidential. Box 54, Hardware and Metal, 128 Bleury Street, Montreal.

WANTED—EXPERIENCED HARDWARE salesman, as traveller in Toronto and Hamilton. Must be a man who wishes to create a future connection, and one who is not afraid of work. You are not employed by us at present, because our men all know that this advertisement is to appear. Apply, giving complete details regarding experience, age, appearance, qualifications, and salary required. Box 16, Hardware and Metal.

FOR SALE

FOR SALE—SMALL STOCK OF CANADA Paint and Varnish in first class shape. A snap for a quick buyer. Box 98, Hardware and Metal.

HARDWARE STOCK, ABOUT SEVEN THOUSand, located in Western Ontario. Ill health forces me to sell. Box 18, Hardware and Metal.

STOVE AND FURNACE REPAIRS. FIRE brick, iron linings and grates for Supremes, Acmes, Garlands, Sunlights, Crown Hurons, Marvels, Champions, Huron Red Hots, Pen Esthers, Welcomes, Renowns, Magnet, Souvenirs, Colonists, Arklands. Write for complete list and prices. Gundy Bros., Strathroy, Ont.

AN OLD AND WELL ESTABLISHED HARDware and paint business in one of the best sections of West Toronto—and growing. Applicant must be financially able to handle stock and fixtures—can be reduced to fifteen thousand. Address Box 175, Hardware and Metal.

MANUFACTURERS' AGENTS

WHOLESALE JOBBER CALLING ON HARDware, garages, electricians, painters, etc. Winnipeg and suburbs, open for one or two lines. Apply Hardware and Metal, Box 203.

SITUATIONS WANTED

BY EXPERIENCED HARDWARE MAN AS salesman or stock-keeper or would consider position on road. Box 102, Hardware and Metal.

HARDWARE SALESMAN, 26, TEN YEARS' thorough experience, wants position as head clerk or manager, in retail hardware store. Box 101, Hardware and Metal.

WANTED

WANTED—A FIRST CLASS HARDWARE man to take charge of a retail business in a growing city in Nova Scotia. An excellent position with a good salary for the right man. Apply in writing to P. O. Box No. 664, Hardware and Metal, stating full qualifications.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:

Maritime Provinces—W. A. Maclauchlan, St. John, N. B.

Quebec—Alexander Gibb, Montreal.

Ontario—T. Mortimer & Co., Toronto.

Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.

British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands ..... 15c per doz. 85c per 100

Single spiral colored bands ..... 20c per doz. 90c per 100

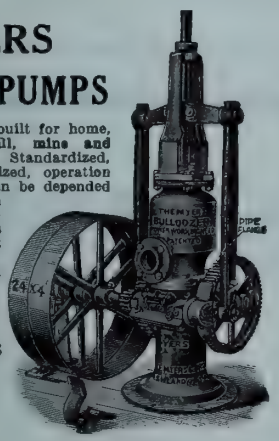
Three spiral colored bands ..... 25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.



Get our catalog and prices.

F. E. Myers & Bro.

ASHLAND, OHIO

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario:
WHITES LIMITED, Collingwood

ELECTRO-CASTINGS LIMITED

Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario:
WHITES LIMITED, Collingwood

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by

T. I. THOMSON LTD., Owen Sound, Ont.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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NEW IMPROVED
CARPENTER'S & WOODWORKER'S TOOLS
WITH LEVEL-NO. 65L. **WITHOUT LEVEL-NO. 65**

LUFKIN
"Universal" Try & Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.
MECHANICS' TOOLS, TAPES, RULES

If interested tear out this page and place with letters to be answered

When CANADIAN HARDWARE BUYERS Consult the thirty-fourth Annual Fall Buying and Directory Number During the Fall and Winter Months Will They Find Your Message There?

Read and re-read by the largest buyers of hardware in Canada. These men will purchase over $83,500,000.00 worth of goods in the next 6 months.

WHAT IS IT?

34th Annual Fall Buying and Directory Number of HARDWARE AND METAL. An Annual Buyers' Guide that is used extensively during the Fall and Winter months by buyers representing over 95% of the hardware purchasing power in Canada.

WHERE DOES IT GO?

It goes by paid invitation to every wholesale hardware company in Canada, over 90% of the hardware merchants rated in Dun's and Bradstreet's; 900 hardware sections of department or general stores.

WHEN DOES IT GO?

Date of Issue is August 19. Reaches the trade at a time when many of the most important orders for Fall and Winter trade are about to be placed.

WHO USES SPACE IN IT?

Manufacturers and wholesalers of heavy and shelf hardware, builders supplies, tools, paints and varnishes, iron and steel, guns and ammunition, stoves and furnaces, electrical goods, household labor saving devices, automobile accessories, oils and greases, cutlery, toys, and a wide range of other lines which are sold extensively by the hardware trade in Canada.

WHAT CAN YOU SAY?

You can solicit the Fall and Winter orders of the Canadian hardware trade. You can illustrate and describe lines which you have for sale to the hardware trade. You can give the names of distributors of your products in Canada. You can assist your present jobbers by featuring your products to the hardware trade, and giving a list of jobbers from whom your goods may be secured. You can feature any new lines which you have brought out during recent months. You can supply the retail clerks with useful selling points regarding your products—and the clerks will pass these points on to the buying public. You can place your house and your products before, practically, the entire hardware trade of the Dominion, thus showing Canadian hardwaremen that you desire their good-will, co-operation and business.

WHEN SHOULD YOU RESERVE SPACE?

Right Now. Write us a letter at once instructing us to reserve space for you. Last forms close August 16. Our Advertising Service Department will co-operate with you, without additional cost, in the preparation of suitable copy for the Canadian hardware trade.

We have specialized on "Publicity To the Canadian Hardware Trade for 34 Years." This is the last call for the 34th Annual Fall Buying and Directory Number. He who hesitates now, misses the most important "Hardware Buyers' Guide of the Year." Address your order, copy, and cuts to

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

1810 1921 1729 1850

"We, also, used it."

Two centuries of unassailed supremacy is the proud heritage of Brandram's Genuine B. B. White Lead. Down through succeeding generations, in every corner of the civilized world where painters ply their trade, it has been recognized as the one standard for quality. The ancient formula employed by Brandram in 1729 and handed down to us is in use to-day, and is the secret of the unapproachable smoothness and great covering capacity which characterizes our product.

In spite of all modern inventions it is still the finest White Lead in the world and it forms the base of our famous B-H "English" Paint.

Write for our Agency Propositon

Save the surface and you save all"- Paint & Varnish

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 32 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA August 12, 1922

BUFFALO BRAND

You Sell Quality when you Sell

"Buffalo Brand"

English Motor Oil

Tractorelene Oil

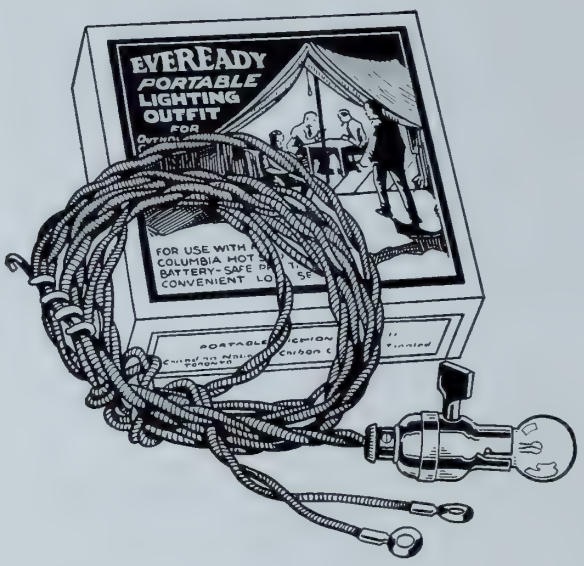
Electro Gasoline, Etc.

Sales Confined to Reliable Retail Merchants Only

THE PRAIRIE CITY OIL COMPANY, LIMITED

WINNIPEG, MAN.

Branches : Saskatoon—Moose Jaw—Medicine Hat—Lethbridge



EVEREADY

PORTABLE LIGHTING OUTFIT

EVEREADY'S newest success—a lighting outfit consisting of one 6-8 volt, 2 C. P. Lamp, 10 feet of cotton cord, bayonet socket, all ready to attach to a "Hot Shot" Battery. The ideal form of lighting for camps, cottages, closets, outbuildings, motor-boats, and for side or tail lights on vehicles. The complete outfit is packed in an attractive carton and retails at $2.75.

The average amount of use that can be obtained with this outfit from one 1561 Hot Shot Battery is as follows:—

One hour per day	80 days service	80 hours
Two hours per day	35 days service	70 hours
Three hours per day	20 days service	60 hours
Four hours per day	14 days service	55 hours
Five hours per day	10 days service	50 hours
Continuous burning	40 hours service	

Although the 1561 Hot Shot is recommended for use with one six-volt, 2 C. P. lamp, it is, of course, more economical to use the 2562 Hot Shot, which gives 35 to 50% more service on the same use than two 1561 Hot Shots used one after the other.

Order your stock through your jobber now and be prepared for the camping and vacation season. There is an all-year-round sale for this lighting outfit for indoor use in the home and on the farm.

CANADIAN NATIONAL CARBON COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

4TE

No. 2 D-Lite

DIETZ

COLD BLAST LANTERNS

Dietz Lanterns represent the best that can be had in materials, workmanship and design.

Equipped with many special features, they are easy to operate and safe to use.

In either Plain or Red Enamelled

H. S. HOWLAND, SONS & CO., Limited

TORONTO

If interested tear out this page and place with letters to be answered

Making the Lantern Business Pay

There's one way to make the lantern business pay and that is to sell the best working lantern on the market. That lantern is the SMP Beacon Cold Blast Lantern.

Rough handling or shock can't blow out a Beacon. It will go on brightly shining in the wildest storms or violent winds. It is very strong and will stand all kinds of wear.

We are now producing Beacon No. 31 Side-light, which is a No. 3 Beacon Lantern specially fitted with red disc, and also a bracket for attaching to side of buggies, wagons, etc. It is ideal as a side- and tail-light, and can be easily detached and used as a stable lantern.

Price Reduction

Ask our traveler about our big reduction in price on Beacon Lanterns which went into effect June 17th. The new price makes the Beacon easily the most attractive lantern proposition on the market.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered

Motorists Are Big Boosters For HATCH GARAGE Door Outfits

"Hatch Outfits Make Extra Sales for You"

Reasons Why

THE HATCH garage door outfits give permanent satisfaction to the user, without trouble of any kind.

Slamming or sagging of the doors is absolutely impossible, thus eliminating danger of damage or annoyance.

Ice and snow cannot interfere with the hanger, thus ensuring complete satisfaction during stormy winter weather.

The doors slide easily and conveniently out of the way, with a minimum of effort on the part of the motorist.

Motorist can enter or leave the garage quickly in winter weather, and suffers no delay through obstructions of ice or snow.

Hangers cannot freeze up or jump the track. They operate easily and freely during all seasons of the year.

Every User of a "Hatch Outfit" is a Booster

Canada Steel Goods Company
LIMITED

Hamilton - - - - Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Hatchet People of Canada

Fifty Years Making Good Tools

No. 6 LATHING

Shingling, Barrelling, Lathing, Scout, Claw.

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

ACTUAL SIZE OF TRAY 8" WIDE BY 7¼" HIGH

No. 2909 Taylor Compass Assortment

The handsome velvet-lined easel-back tray is lettered in gold and contains one each of the Leedawl, Magnapole, Flodial, Litenite, Gydawl, Aurapole, Meradial and Ceebynite, keeping them before the buying public, in a show-case, on counter or in the window, whereas, if the individual compasses were displayed in the usual haphazard way they would be likely to be passed unnoticed.

Weight of assortment about 1¼ lbs.
Per assortment $20.00

Let us send, without obligation, our latest dealer catalogue of Tycos and Taylor fast sellers

Taylor Instrument Companies

110-112 Church Street, Toronto, Ont.

There's a *Tycos* or *Taylor* Temperature Instrument for Every Purpose

D-23

If interested tear out this page and place with letters to be answered

Why YOU should use "Armco" Ingot Iron

Your future business prosperity depends upon the foundation on which you are building. There is no surer way to build this foundation in your business than to guard against the use of inferior materials.

There are a certain number of working hours in a day. You have a certain capacity for work, whether it be personal work or guiding the work of others. All the money you make is dependent upon yourself and the number of working hours in a day. Therefore, every job you do should not only pay you a good profit, but should also be a means of bringing more work to you by representing the kind of work you do.

What you do today, if done right, brings you more work and more profit years from now. It is the greatest testimonial you have to your ability as a sheet-metal worker. It is your advertisement to everybody who needs sheet-metal work done.

Can you afford then to use materials that will not stand up as long as they should, in hard service? Are you willing to risk your future reputation and business by using metal that is inferior to rust-resisting "Armco" Ingot Iron?

It does not take much salesmanship as a rule to show the people you are planning to work for why they should use "Armco" Ingot Iron, even though the first cost is a little more than that of an ordinary sheet metal. You can convince them that it will be actually much cheaper in the long run. And so every job you do will really mean more business if you can persuade them to use "Armco" Ingot Iron; more money will be involved in it—and more profit.

The pure base metal of "Armco" Ingot Iron makes it easy to form, and the galvanized coating adheres so tenaciously that severe forming and bending operations do not cause it to crack or peel.

Among the many reasons why you should use "Armco" Ingot Iron, do not overlook those which are so important to *you*.

THE AMERICAN ROLLING MILL COMPANY
Middletown, Ohio

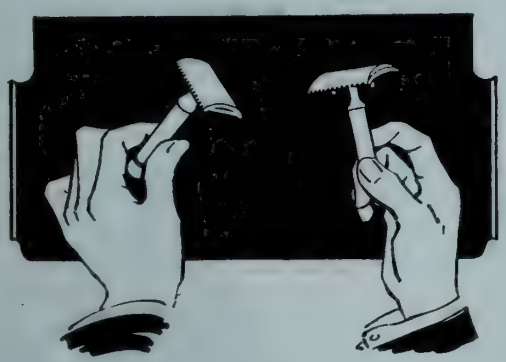
ARMCO
TRADE MARK
INGOT IRON
Resists Rust

If interested tear out this page and place with letters to be answered

READY FOR BOTH MARKETS

Says the Wise Old Owl

There's a man who says "I'll get it
I just sold my last today."
There's another man who's got it,
And the business goes his way.
So if your stock is running low
Sort up without delay.
Until tomorrow, don't put off
What should be done today



The Brownie Gillette has opened up for you a market new and separate from your old $5.00 one.

It has brought to you as prospects for Gillette Razors and blades the thousands of men in your locality who could not afford to pay $5.00 for a razor—even the best.

With the Brownie Gillette and a good selection of different New Improved sets, you can turn every shaving enquirer into a Gillette owner and a buyer of blades in your store. Both razors use the same fine Gillette blades as you have always known.

And the buyer of a Brownie is always a prospect for the New Improved Gillette.

Gillette
Safety Razor

The New Improved $5.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

The Brownie Gillette $1.00

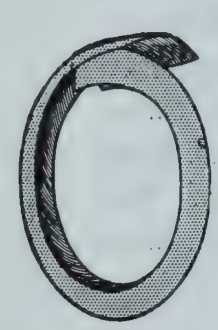
If interested tear out this page and place with letters to be answered

This Familiar Line---

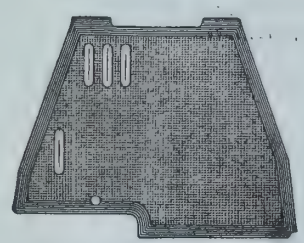
"GUTTA PERCHA"

ACCESSORIES

Keeps Down Selling Costs



Reliners

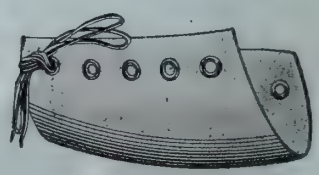


Heat-proof Mat (for Fords)

Time-consuming argument, so necessary in selling obscure, little-known brands, costs money in every hardware store where obscure lines are permitted. Every extra minute required to close a sale adds to your selling costs and reduces your annual net profit.

"Gutta Percha" Accessories are tried, proven, well-established products. Many of your customers have used them satisfactorily before. Others have had agreeable experience with "Gutta Percha" Tires, Belting, Outing Shoes, etc. To all your customers, the "G.P." Trade mark has a familiar, friendly influence because of the continuous advertising in more than eighty Canadian advertising mediums.

"Quality All Through"



Lace-on Boots

Sealtite Patches

Gutta Percha & Rubber

Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered

TACKS

TACKS FOR EVERYBODY

BASKET MANUFACTURERS
CARRIAGE TRIMMERS
AUTO TRIMMERS

HEADS that will not break off

THE STEEL COMPANY OF CANADA LIMITED

SHOE MANUFACTURERS
CARPET LAYERS
UPHOLSTERERS

POINTS that meet the demand

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Not on your Payroll but Increasing your Sales

Working for you night and day, keeping constant the demand for Starrett Tools, are "The Starrett Book for Machinists' Apprentices" ($.75) and "The Starrett Data Book for Machinists" ($.75)—both used as text books in every machine shop. The example of skilled workmen who have used Starrett Tools all their lives. And the continuous Starrett advertising which appears in practically every magazine dealing with the trade. Behind all of them is the quality that's in every Starrett Tool. Write for Catalog No. 22 "M.A." and the Supplement describing the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-367

What is Behind the Name?

The names of these standard brands of files signify thorough file efficiency.

Properly shaped teeth, finest file steel, thorough hardening and right balance—things the file user looks for are found invariably in these brands.

That is why it pays you to stock them. The name sells them!

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope Ontario

If interested tear out this page and place with letters to be answered

the best MEAL I ever ate

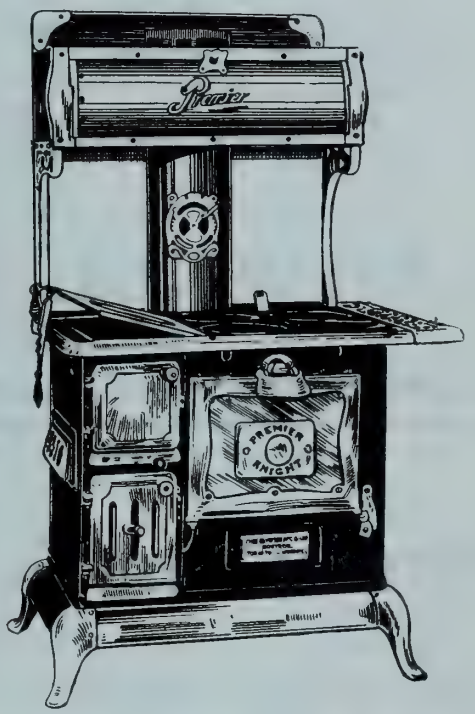
said Father, after the first dinner cooked on our new "PREMIER KNIGHT."

This is the headline of one of our advertisements which forms part of the campaign we are running in all the big dailies in Canada.

Davidson's not only produce the Premier line of Stoves and Ranges in Canada but they back up the quality of their goods with a generous amount of advertising, all directed to the benefit of the dealer.

This dealer co-operation is one of the big advantages to the stores which carry Davidson's Ranges. It influences trade and it materially assists in educating prospective buyers as to the difference between superior quality and mere price consideration.

Sixty years of active representation among the trade has won for Davidson's a name which stands for Reliability and Highest Quality workmanship.



Our New Line—the "PREMIER KNIGHT"

ALL STEEL KITCHEN RANGE

Has all the points of superiority which characterize the various Davidson Ranges. White enamelled panels or tiled back and oven door, nickel plated trimmings. It is constructed to burn coal, coke or wood. A roomy oven has braced bottom to prevent warping—fire box has cast lining and duplex two-piece grates—one side for coal and coke, and turned over, is suitable for temporary summer grate for wood. Cast iron fire door and ash-pit door, both heavily nickelled. "PREMIER KNIGHT" can be supplied with or without high shelf and Persian Closet. A thoroughly competent and reliable grate, yielding even combustion of coal and maximum heat for cooking. Well insulated and well ventilated, ensuring quick baking.

Write for Catalogue "Davidson's Stoves and Ranges" featuring other Premier Stoves—"Marathon," "Leader," "Argus," "Royal," "Chieftain."

Branches:
Toronto
Winnipeg
Calgary
Vancouver

The Thos. Davidson Mfg. Co. Limited

ESTABLISHED 1860

DAVIDSON'S Stoves and Ranges MADE IN CANADA THE SEAL OF DURABILITY

Makers of THE PREMIER ENAMELLED WARE of Canada

Steel Foundry Division:
TURCOT, Que.

HEAD OFFICE - MONTREAL

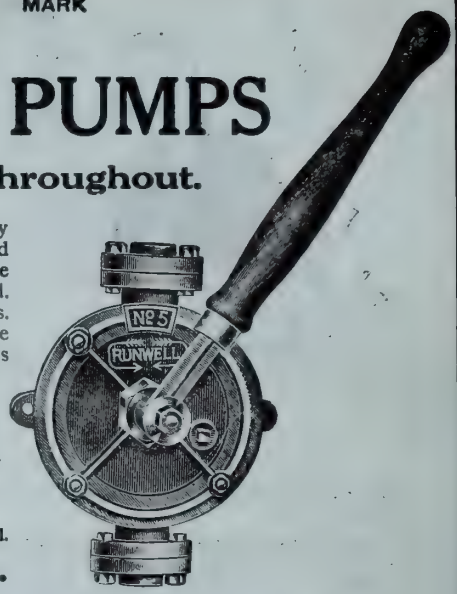
DAVIDSON

If interested tear out this page and place with letters to be answered

TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.



The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.

REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W.,
Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St.,
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last twenty-five years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job. All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

A Mending Service

For Damaged Utensils

You certainly will give your customers a real profitable service when you offer

MENDETS

Mendets require no heat, cement or rivets—go on with twist—sell with a bang.

Ask your jobber to-day for a display case of Mendets and get in the money-making business.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them

Good Tools——

make Better Sales

YOUR customers will appreciate the good points of Williams' Superior Drop-forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers—made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

J. H. WILLIAMS & CO., Limited

"The Drop Forging People"

30 Thorold Road, St. Catharines, Ont.

TRADE FRAIM MARK

A Trade Mark

The trade mark on an article either stands for something or it is valueless.

When you see the trade mark FRAIM on a Padlock or Night Latch, you may be sure that it means quality combined with economy of price.

THE E. T. FRAIM LOCK CO. has been making locks for forty years, and enjoys the exclusive right to use the name "Fraim" on Padlocks, Night Latches and similar products. Fraim merchandising policies have held the good will of two generations of the trade. Fraim locks are the product of experience.

Fraim Locks Make Secure Friends

Economy

Never was the need of trade economy greater than now. Economy of invested capital, economy of selling expense—all demand the aggressive dealers' care.

Insure your business by handling FRAIM locks.

No. 470 Series
Full Size

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.

Canadian Representatives:

Cohoon & Pugh, 11 St. Sacrament St., Montreal
A. E. Hanna, 218 Portage Ave., Winnipeg

If interested tear out this page and place with letters to be answered

Preying on the Retailers

Every retail merchant will want to read the sensational disclosures of a campaign on retail merchants being made by an oil firm in Texas. The story is told in a current issue of THE FINANCIAL POST, Canada's investment weekly.

Dozens of retail merchants have already been induced to "invest" in this company. One Toronto merchant has put in over $5,000. Possibly you have received their tantalizing literature.

"Investment Stories from Real Life"

is the title of an interesting series of stories now running in "THE POST" telling about every day people and how they solved their investing problems. They will have a real interest for you. If you subscribe now we will send you reprints of all these vital human documents that have appeared to date.

SPECIAL OFFER

If you have any investment problem at the moment send it along with your subscription—written on a separate sheet of paper, and the editor will give you the benefit of his advice.

Dollars Have Wings If They Are Not Safely Invested

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; to tell you the difference between such "fly-by-night" propositions as the one mentioned above and the sound, profitable opportunities, you need THE FINANCIAL POST.

It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions.

You will have too all the privileges of the Investors' Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money in bad investments. Invest $5 now where it may save you $500 or $5,000. Fill in the coupon at once before you forget.

——————————————Tear Off Here——————————————

THE FINANCIAL POST,
143 University Avenue, Toronto.

Send me THE FINANCIAL POST for one year (52 issues) for which I enclose $5.00. Please send me a copy of the issue containing the exposé of the oil company's raid on retail merchants. Also send me reprints of all "Investment Stories from Real Life" that have appeared to date.

Name .....

Address .....

Compass and Sun-Dial

Retail Prices
$1.50

Trade Prices:
Dozens $2.10 List
Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people.

It sells for $1.50, and is so attractively made that it is bought on sight.

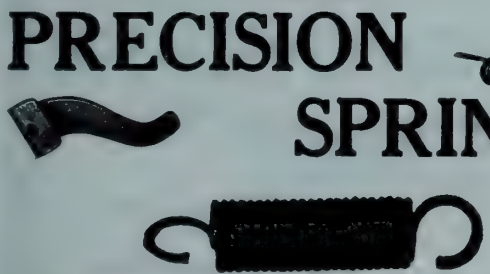
The Goldsmiths' Company of Canada, Limited

DEPT. 3

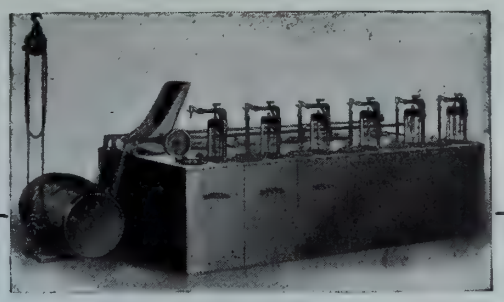
Yonge & Wellington Sts., Toronto, Ont.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".



Basement Type Paint Oil Battery

Handle Paint Oils Safely And Economically

No matter how large or how small the volume of your paint and lubricating oil business, you will profit by a battery of Bowser tanks, such as shown above. Install a tank of each kind of oil. The all-metal, evaporation-proof construction prevents leakage and gumming. The piston-type measuring pumps deliver exactly the amount of clean oil required, eliminating spillage. Thus you will be paid for all the oil you buy.

And you save three-fourths of the time used in measure and funnel service.

The complete equipment keeps your store neat and clean and gives it an inviting appearance—which results in greater patronage.

Bowser equipment has never started or contributed to a fire.

Write for illustrated booklet C-16 and learn how to make more money selling oils and paints.

Bowser equipment is MADE IN CANADA by

S. F. BOWSER & CO., LTD.

1668 FRASER AVE.,

Toronto, Canada

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

Branch Offices and Service Departments throughout Canada and in principal cities abroad

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

- Filling Station Pumps and Tanks for Gasoline.
- Portable Tanks for Oil and Gasoline.
- Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
- Carload Oil Storage Tanks.
- Power Pumps.
- Dry Cleaners' Underground Naphtha Clarifying Systems.
- Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

If interested tear out this page and place with letters to be answered

ASK THE MAN WHO USES

our goods, why he always prefers

LONDON BAR IRON

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes. **Ask for it by name from the wholesaler.**

London Rolling Mill Co.

Limited

LONDON - CANADA

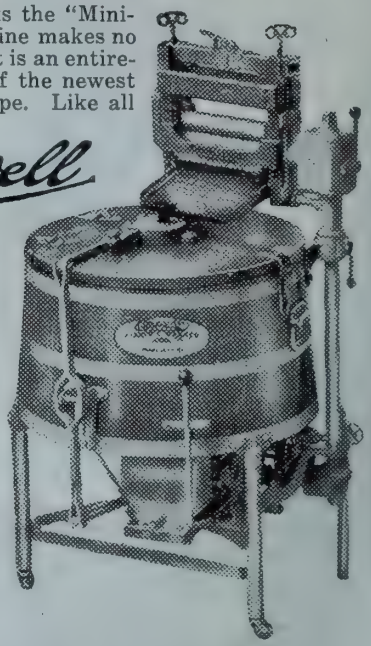
Sales Agents:
Western Canada—
BISSETT & WEBB, LTD.
Winnipeg.

IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

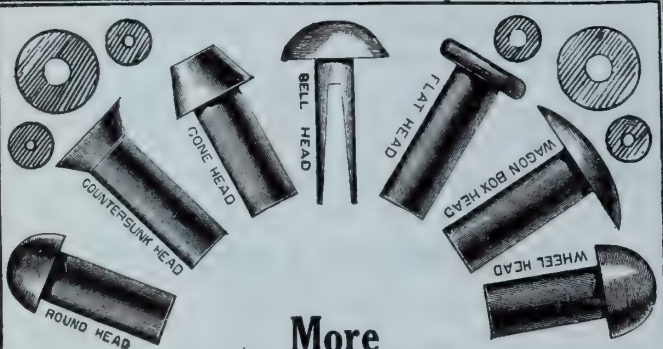
Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED
St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co
290 St. Paul St. West.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

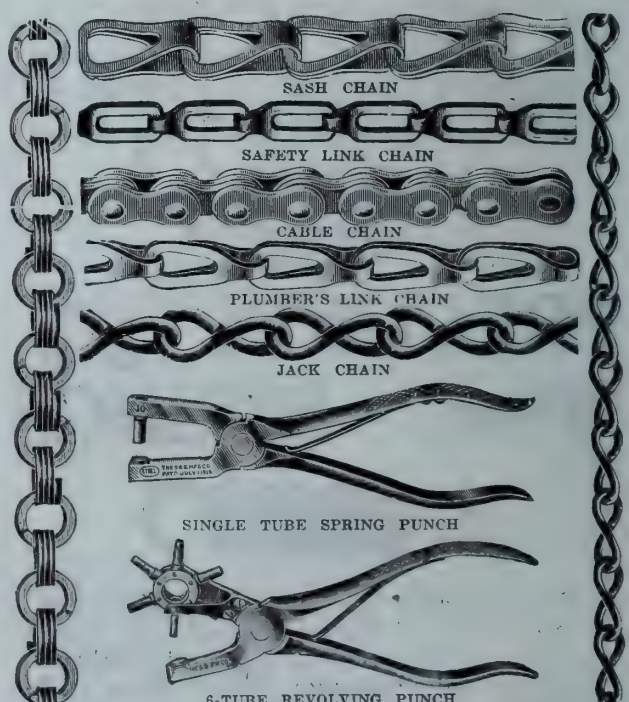
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip. 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

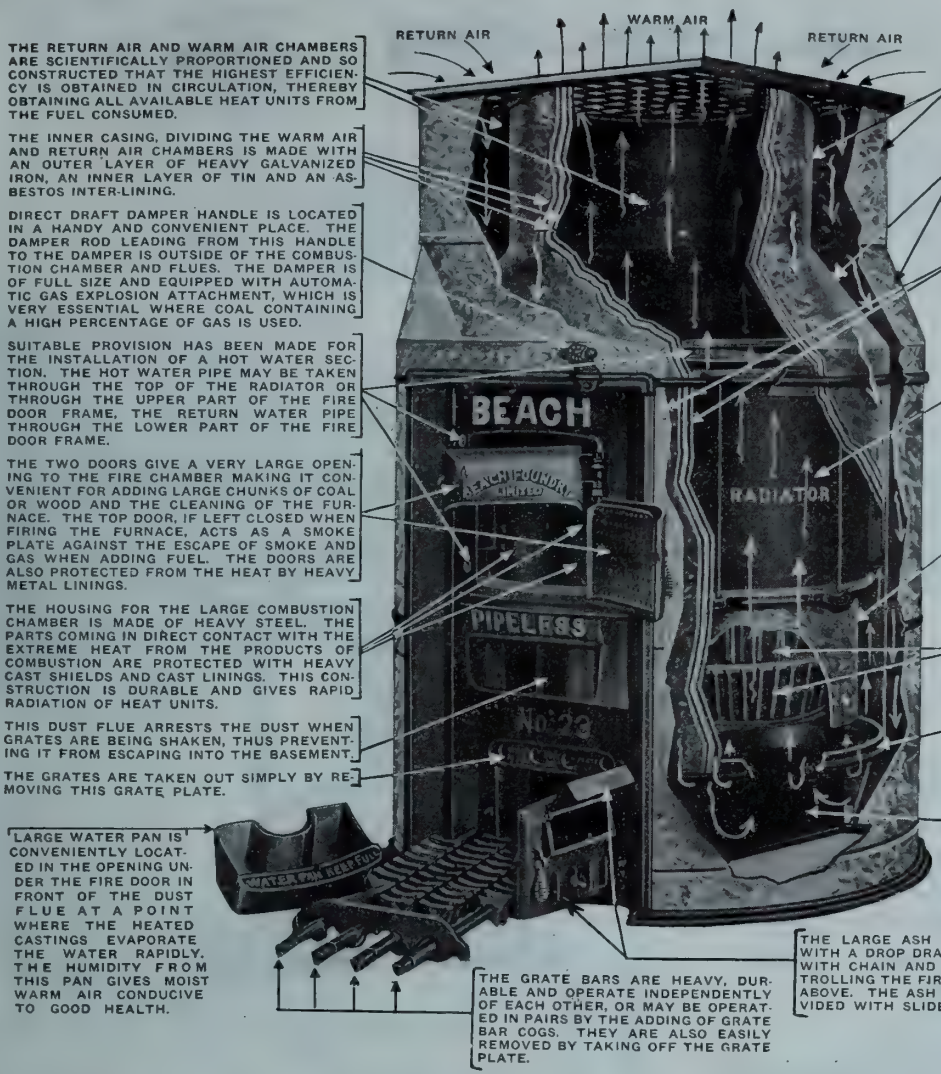
CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain" Bridgeport, Conn.

If interested tear out this page and place with letters to be answered



Beach Pipe and Pipeless Furnaces

A NEW FURNACE THAT WILL MAKE FRIENDS

The successful merchant must continually make new friends as well as keep the old ones.

This new member of the Maple Leaf Line will help do both.

Look at the picture! Doesn't the furnace look efficient? And take our word for it—it's as good as it looks. It is solid—economical—and will bear inspection and comparison—inside and out.

There is money and satisfaction for you in handling the new Beach Furnaces.

Send for Descriptive Folder and Prices

MANUFACTURED EXCLUSIVELY BY

BEACH FOUNDRY LIMITED

OTTAWA - CANADA

BRANCHES: 126 Princess St., **Winnipeg, Man.**; 1090 Hamilton St., **Vancouver, B.C.**

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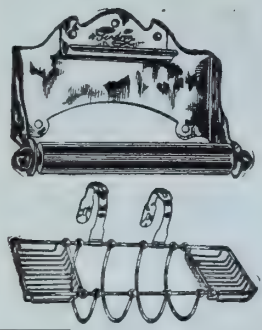
TORONTO Gendron CANADA

Bathroom Fittings

TORONTO Gendron CANADA

and Hardware Specialties



at wonderfully low prices.

NEW PRICE LIST JUST ISSUED

The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.

The Gendron Mfg. Co., Limited, Duchess St., Toronto

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

Puts the Joy in Outdoor Life

For campers, motorists, prospectors or for those going yachting this

"Monitor" Coal Oil Stove

is what they need.

This is a "roarer" type. Made with fixed legs or collapsible. Burning coal oil it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

Also made with Silent Burner.

"MONITOR" coal oil stoves, furnaces, blow lamps, brazing lamps.

The Standard Meter Co., Limited

Toronto, Canada

Agents:

Manitoba & West
Frederic Sara & Co.,
Calgary, Alta.

Ontario & East
A. G. & A. L. Brown & Co.,
207 St. James St.,
Montreal, Que.

British Manufactured

Good Profits — Quality Goods — Repeat Sales — Service

LA CO TUNGSTEN AND NITRO LAMPS

Registered

Trade Mark

"DURO"

Registered

Trade Mark

ALUMINUM WARE

CANADA'S MOST POPULAR COOKING UTENSILS

WIDE RANGE TO CHOOSE FROM——EVERY PIECE GUARANTEED

Here's a handy little Wash Mitt,
Nothing takes its place,
For washing out your hosiery,
Your lingerie and lace.

"DURO" is setting the pace in the quality race

Handled by leading jobbers.

MADE IN CANADA BY

Duro Aluminum Limited

Hamilton - Ontario

Representatives:-

A. F. BURNS, Hamilton, Ont.
A. T. CHAMBERS, Vancouver, B.C.
L. T. WALLS SALES, LTD., Winnipeg, Man.
R. H. PATERSON, St. John, N. B.
J. PRESTON, 284 Beaver Hall Hill, Montreal Que.

No. 350 PERCOLATOR
8 Cup
Welded Spout
Attractive Design
Removable Ebonized Handle

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

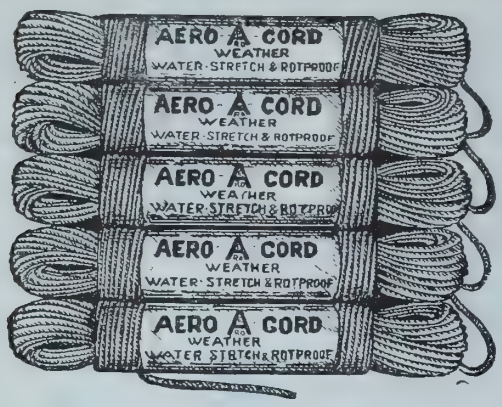
Made in 8 lengths from 2 to 12 inch blades

Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



The Cord With a Heart

This is the cordage—indoors or out—that actual tests have proven the best.

It excels in tensile strength—the heart is covered by braided, multiple plies of cotton under high tension.

It is weather—rot—stretch proof.

It is certainly the best cordage made.

Buy it from your Jobber

The Aero Mfg. Co., Ltd.
LENNOXVILLE, QUE.

Western Agents :
H. L. PERRY CO., LTD.
Winnipeg

The "SELFBLO" Torch

A safe practical tool for soldering and many other uses. Made of brass heavily nickel plated.

It is a big seller to radio operators, electricians, home-tinkerers and automobilists. Fill both barrels with denatured alcohol, light the wick and in twenty seconds there's a 1,400° flame.

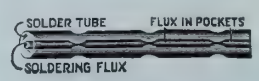
Retails at $2.50.

Order from your jobber, or write to **Walkley, Moncur & Co.**, 416 St. James Street, Montreal.

Hunt-Lasher Co., Inc.
Lynn - Mass.

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave. Chicago, U.S.A.

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

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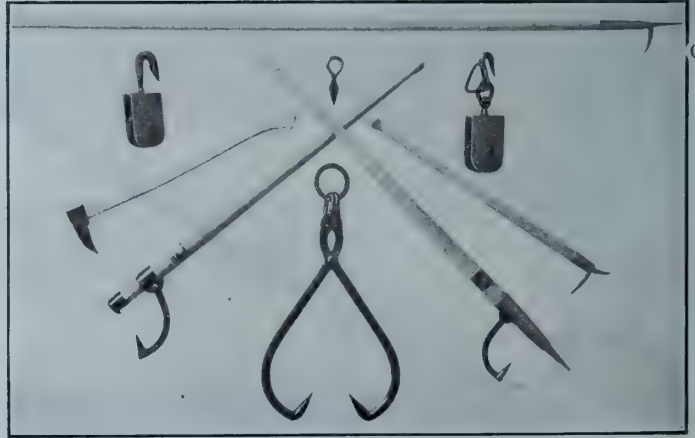

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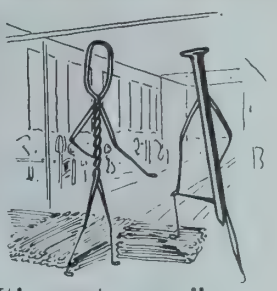

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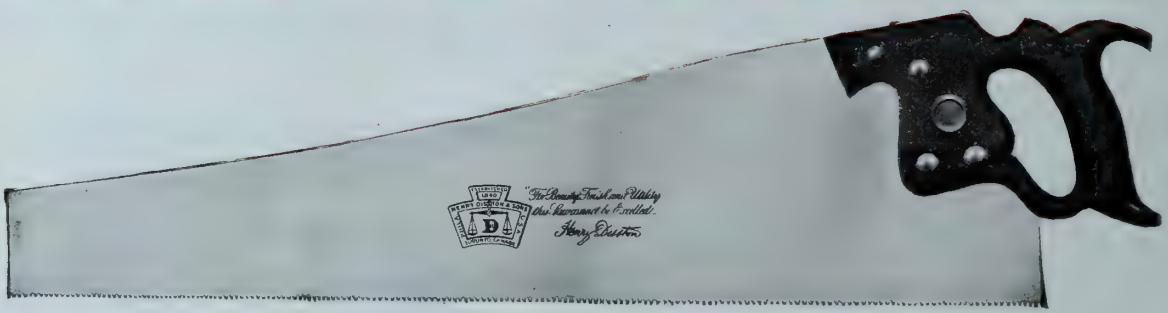

THE SAWS MOST CARPENTERS USE

ALL MODERN AND NEW MACHINERY

All the machinery used in the manufacture of DISSTON Handsaws in Canada was specially made up at the Philadelphia factory, and embodies the latest improvements in saw-making machinery.

A staff of specially trained mechanics from the Philadelphia factory is in charge of each operation through which a saw passes during manufacture.

All the material used in the manufacture of the famous DISSTON Handsaws is melted and rolled at the DISSTON mills at Philadelphia, and is unequalled for quality.

These conditions assure the maintaining of the famous DISSTON quality, WHICH IS THE STANDARD FOR QUALITY THE WORLD OVER, AND HAS BEEN FOR OVER 80 YEARS.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV AUGUST 12, 1922 No. 32

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They Sell Other Things !!

"I am sending you under separate cover to-day, photo of our paint tables showing the use of Coleman Quick-Lite Lamps as an aid to selecting colors. We have found that on dark days, it is about the only way that we can give a customer an idea of the different colors; your lamps are much ahead of electric lights for this purpose. It also gives us many opportunities of mentioning and demonstrating the Quick-Lite," writes the Hendershot Hardware Co., of Mount Forest, Ontario.

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Let us tell you how you, too, can sell more than your quota of Coleman Lamps and Lanterns. Write us for latest catalogue, new prices and sales helps. Let your store be Quick-Lite headquarters in **your** town.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

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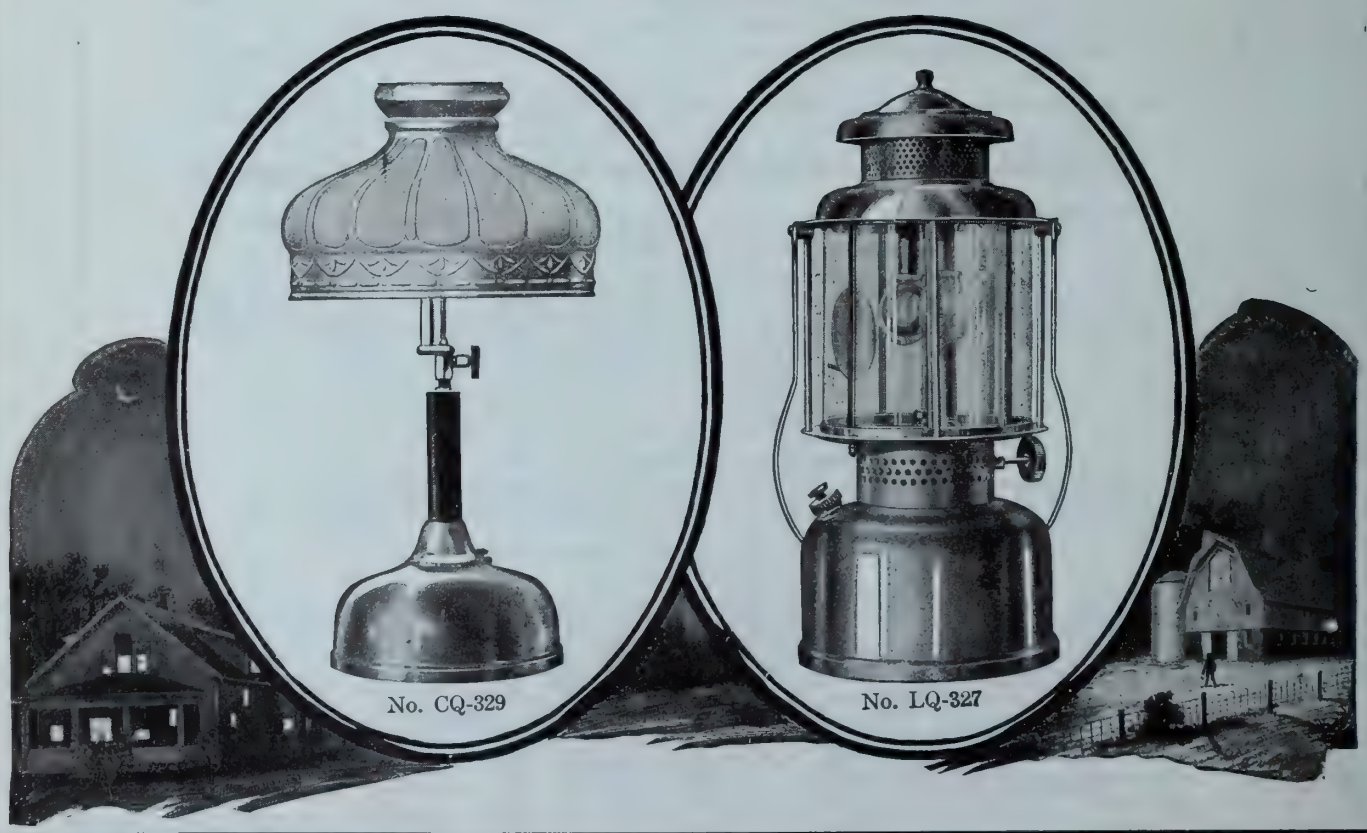

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

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Four Advantages of Revised Sales Tax

Both Manufacturers and Wholesalers Charging Total Sales Tax on Transaction With Retailer and Eliminating from Tax Sales From Manufacturer to Wholesaler Would Relieve Wholesalers of Big Load, Facilitate Collection, Pass on Whole Tax to Consumers and Increase by 10 Per Cent. the Government's Revenue.

EDITOR'S NOTE:—That the means now taken and the means likely to be taken in the near future by the government for the raising of revenue by taxation, provide a subject of paramount interest among all branches of the trade to-day is indicated by the close attention which is being paid to any information secured as result of experience with present measures or as to taxation changes likely to be made in future.

In the July 21 issue of Hardware and Metal appeared an article based on an interview with an authority pointing to the possibility of an extension of the Sales Tax principle of raising revenue. This article was reproduced in The Financial Post, the editor of which has received a lengthy communication from the general manager of a large supply firm with branches in most important cities throughout Canada. This communication brings out many interesting points of interest to retailers, wholesalers and manufacturers and is reproduced in full as follows:

"I HAVE read with very great interest indeed an article in your issue of July 21st, entitled, 'Ottawa May Extend Sale Tax to Take Place of Income Levy.' With particular interest for the reason that the writer has been urging the administrators of the Act, up to and including the Finance Minister, constantly since early in December of 1921, to amend the administration in such a manner as to relieve the intermediate source of distribution of an unfair tax.

"It was freely admitted by all authorities interviewed that the fundamental principle of the Act was to distribute the load as widely as possible, or in other words pass on the entire tax to the ultimate consumer.

"When the tax was first instituted it was on a much lower basis than at present, and the sources of distribution lying between the manufacturer and the ultimate consumer, that is to say the jobber and retailer were under the impression from the indefinite wording of the Act, that a certain proportion of the tax should be chargeable against their profits and as the individual item was small the matter was not given proper consideration. Thus the practice came into being which, if continued, will have the effect of forcing the jobber and wholesaler into liquidation, as I am under the impression there is no jobber or wholesaler in Canada, except possibly in strictly luxurious lines, who makes an average profit over a term of years much in excess of 2¼ per cent. on the turnover.

Eliminate Tax on Certain Transaction

"My suggestion to the Government was that the tax should be eliminated on all sales from the manufacturer to the jobber or wholesaler and on sales from one jobber or wholesaler to another jobber or wholesaler, the classification of the jobber or wholesaler to be determined by license issued by the Government as at present. The manufacturer would, however, when selling direct to the retailer or consumer, charge the full tax of 3 per cent. as it was in December last, or 4½ per cent., as it is at present, and the wholesaler or jobber when selling the retailer or consumer would also charge 3 per cent. or 4½ per cent. tax as it is at present.

"If the Act were amended in this way it would have a fourfold effect.

"In the first place the jobber or wholesaler would be relieved of an unfair and unbearable load.

"In the second place the Government would collect its revenue from one source on each transaction, rather than from two sources, thus reducing the expenses of collection.

"Third, the entire tax would be passed on to the ultimate consumer, which is the fundamental principle of the Act.

"Fourth, the annual net revenue secured by the Government would be increased probably not less than 10 per cent.

How It Works Out

"In explanation, my statement regarding the increase is based on the assumption that the average jobbers' preferential is not less than 20 per cent. Using this as a basis, a bill of goods which the manufacturer would sell to the retailer for $1,000, would be sold to the jobber for $800. At present this bill of goods passing from the manufacturer to the wholesaler is invoiced at $800, on which the sales tax at 2¼ per cent. is $18. The wholesaler invoices the same bill of goods to the retailer at $1,000, on which the sales tax is 2¼ per cent., amounting to $22.50, so that on the double transaction the Government collects $18 from one source and $22.50 from the other, or a total of $40.50.

"If the manufacturer was allowed to sell the wholesaler free of tax and the wholesaler when re-selling the retailer charges a 4½ per cent. tax as suggested, the singe tax would amount to $45.00. In other words the Government would collect $45.00 from one source, being an increase of $4.50 or slightly over 11 per cent. more than from the double source.

"Furthermore, the wholesaler would be relieved of the necessity of absorbing the tax charged him by the manufacturer and in turn the manufacturer would be relieved of the necessity of absorbing the 2¼ per cent. tax which he finds necessary at the moment in selling direct to the retailer, in competition with the wholesaler.

Price to Retailer Also Increased

"It is freely admitted that the wholesaler cannot absorb this tax and exist. Failing action on the part of the Government to remedy the situation it will be necessary for the manufacturer to so amend base discounts as to protect the

wholesaler through which class probably 95% of the business of the country is transacted, and it will undoubtedly be found that any remedial action on the part of the manufacturer will add more than the amount of the tax to the ultimate cost of the goods. To illustrate —assuming the manufacturer's discount to the wholesaler is 60/17½% off. At present the gross revenue accruing to the manufacturer would be 33% on. The wholesaler, however, instead of making 17½% gross as was intended, must pay 2¼% sales tax, thus reducing the revenue below a living gross profit. To remedy the situation the manufacturer will amend the wholesale discount to 58/20%. This will increase the manufacturer's revenue slightly as it will in this case amount to 33.0%. The wholesaler in re-selling to the retailer in the first instance would invoice him at 60% off, so that the retailer's cost is 40% on. In the second instance would invoice the retailer at 58% off, which is equivalent to 42% on. Consequently the cost to the retailer is increased 5%. The retailer when re-selling to the consumer will probably add at least 33 1/3%, plus the tax which the retailer pays the wholesaler and manufacturer, and which he is entitled to charge to the ultimate consumer. We find in the second instance the consumer's cost would be 42 plus 33 1/3%, which equals 56% plus tax, still showing an increase of 5%.

"The increase will of course vary appreciably in the several lines of business in proportion as the base discount is over or under 60%, but it is safe to assume as experience has clearly proven that the manufacturer in revising base discounts will be absolutely certain to see that sufficient change is made to protect the source of distribution.

"I am quite confident it will be impossible to induce the Government to make the suggested change unless very considerable pressure is brought to bear, supported by large and influential deputations, and I trust most sincerely your publication will carry on the good work.

"I have been in constant correspondence for the last eight months with dozens of manufacturers and wholesalers in Canada, practically all of whom are strongly in favor of the suggested amendment."

DANFORTH BUSINESS MEN HOLD PICNIC

The business men of Danforth Avenue, Toronto, held their annual picnic in Withrow Park on Civic Holiday. Many thousands of people of the district came to partake in the numerous races, games and other contests arranged and many splendid prizes were donated. Addresses were given by prominent personages in the district, each pointing out the advantages of supporting the business men of the district for the benefit of the locality as a whole. There was plenty of ice cream and other refreshments for the hundreds of children who gathered, and throughout the day splendid music was provided.

Maritime Business Shows Much Improvement

Customs Receipts For July Are Biggest in History in St. John—Very Little Unemployment—Building Totals Much Bigger Than Last Year—Some Hardware Price Revisions

ST. JOHN, N. B.—Business in automobile accessories, sporting goods, paints, etc., continues to be very satisfactory. The jobbing houses in the Maritimes are now shipping out large quantities of ammunition to the retailers for fall shooting. The sale of guns and rifles has not been large, but the ammunition business seems to hold its own at all times.

The total cost of building permits issued by the St. John building inspector for the month of July is far in excess of the total for July 1921, according to figures given out by the building inspector. The total value of permits for the year to date is also greatly in excess of the total for the corresponding period in 1921. In July the value of new buildings was estimated at $180,000, while in July 1921, the total was only $48,500. For this year to date the total value of new buildings $475,600, compared with a total for last year to the end of July of $148,700. While there is no building boom in St. John, the figures given are a healthy sign of greatly increased activity in building, and as these figures are increased each month, the hardware trade cannot help but feel that so far as building is concerned, things are moving in the right direction for more business in builders' hardware.

Customs Receipts Increase

The Customs receipts for July have created a record for the St. John Custom House. The announcement has been given out that in July the largest monthly customs receipts in the history of St. John were collected. In the month just passed the sum of $820,604 was collected here, an increase of $85,469 over July 1921, when the receipts amounted to $735,135. Each month this year there has been an increase, but last month caps the climax, and to the citizens of St. John who saw the announcement came the feeling that times were surely getting better.

Labor Situation Improves

With regard to the local labor situation in St. John, there is evidently a wonderful change for the better.

Emery cloth in quires is quoted; 00; $1.90, 0—$1.90, ½—$1.95 1—$2.10, 1½ $2.15, 2—$2.30. 2—2½—$2.50, 3—$2.70. Automobile springs are quoted at 25 cents per pound. Wash boilers are quoted to the trade as follows: 800-IC-FTB $13.04; 900-IC-FTB, $14.06; 08-IC round $14.25; 09-IC-round $15.83; 80-IC-FCB $18.86; 90-IC FCB $21.10; 800-IX-FTB $14.07; 900-IX-FTB $15.11; 80-IX-FCB $19.90; 90-IX-FCB $22.15 95-XXXX-FCB $35.51; 80-all copper $40.00; 90-all copper $43.24. Building papers and felts are quoted as follows. Carpet felt $4.15 per 100 lbs., tarred felt $3.65 per 100 lbs, heavy dry sheathing $3.40 per 100 lbs. The following quotations are for rolls: Tarred sheathing No. 2, 90 cents, light dry star No. 2, 69 cents, surprise dry sheathing, 74 cents, certain-teen, $1.15, cyclone dry sheathing, $1.19

Hollow rubber balls, terra cotta are quoted as follows: 1½ in., 48 cents per doz.; 2 in. 85 cents; 2¼ in., $1.05; 2½ in., $1.30; 3 in. $1.86.

Framed buck saws No. 50, $15.58; No. 45, $16.32. Buck saw blades No. 26, $8.10; No. 45, $7.43. Saw rods, $2.00. Saw frames, plain No 4, $3.60. Saw frames, red, No. 04, $4.10.

Latest prices on English shelf brackets show a substantial reduction as follows: 5x7, $1.85; 6x8, $2.10; 7x9, $2.45; 8x10, $3.05; 10x12, $4.20; 12x14, $5.50.

Light Manilla Paper Bags have been slightly reduced and are now offered in full packages at the following quotations per thousand to which ten per cent is added for less than full packages: ¼ lb., 70c; ½ lb., 84c; 1 lb., $1.05; 2 lbs., $1.35; 3 lbs., $1.68; 4 lbs., $1.97; 5 lbs., $2.61; 6 lbs., $2.94; 7 lbs., $3.32; 8 lbs., $3.86; 10 lbs., $4.43; 12 lbs., $5.13; 14 lbs, $5.83; 16 lbs., $6.32; 20 lbs., $7.72; 25 lbs., $8.42.

HERE IS A GOOD ONE

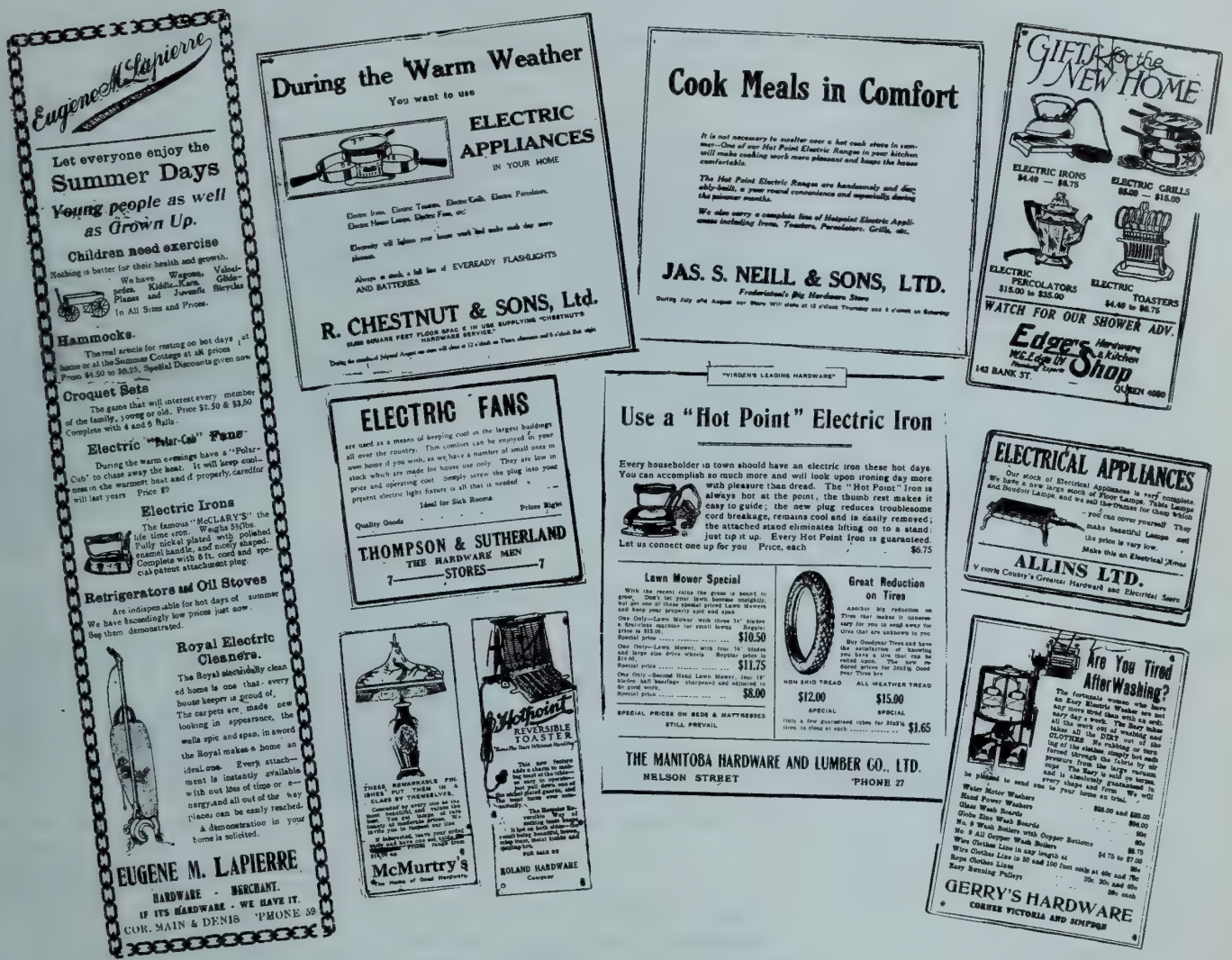
By way of illustrating the present financial situation in Germany, Trade Commissioner Gordon B. Johnston, writing from Scotland to the Department of Trade and Commerce at Ottawa, tells the following story:

"A Russian in the nail business went to Germany with 25 million roubles. Germany having a high exchange as compared with Russia, he only received sufficient marks for all his millions of roubles to buy one wagon load of nails. He took the wagon of nails to Russia, and sold them for 30 million roubles, a profit of 20 per cent. When he returned to Germany with his 30 million roubles he found that the Russian exchange had depreciated, and he could only get enough marks to buy half a wagon of nails.

He took the half wagon to Russia, and sold it for 35 million roubles, and well satisfied with his profit, returned to Germany, where this time, owing to a further depreciation of the Russian exchange, his 35 million roubles bought only enough marks to pay for four cases of nails. He returned to Russia and sold the four cases for 40 million roubles, but when he came back to Germany the Russian exchange had fallen again, and he only got enough marks to buy one nail, so he hammered it into the wall, tied a rope to it, and hanged himself.

Electric Devices on Summer Verandas

Woman Writer Urges The Fixing Up of Summer Verandas and Use of Electric Appliances to Lighten Labor of Summer Housework—Many Appliances Can be Used—Some Suggestions For Dealer's Summer Advertising of Electrical Goods



THAT there are many splendid opportunities for effective advertising of electrical goods in summer trade is vouched for by these sample ads. That of E. M. Lapierre of Buckingham, Que., points out the advantage of an electric fan, iron and vacuum cleaner in the hot weather. Under the heading "During the Warm Weather" the ad. by R. Chestnut & Sons, Ltd., Fredricton, N.B., continues "you want to use electric appliances in your home, such as irons, toasters, grills, percolators, lamps, fans, etc. Electricity will lighten your house work and make each day more pleasant."

An ad. confined to fans by Thompson & Sutherland, Nova Scotia hardwaremen, says "Electric fans are used as a means of keeping cool in the largest buildings all over the country. This comfort can be enjoyed in your home and we have fans in stock for house use only. They are low in price and operating cost. Simply screw the plug into your present fixture."

An ad. confined to toasters is used by Roland Hardware, Roland, Man. The ad. by J. S. Neill & Sons, Fredericton, N. B., says "Cook Meals in Comfort. It is not necessary to swelter over a hot cook stove in summer. One of our electric ranges in your kitchen will make cooking work more pleasant and keep the house comfortable. Our electric ranges are handsomely and durably built, a year round convenience and especially during the summer months."

Manitoba Hardware and Lumber Co., Virden, Man., advertise that everybody should have an electric iron in the hot weather. The ad. says, "You can accomplish so much more and will look upon ironing day more with pleasure than dread."

With September brides gift season in the offing some ads such as that of W. G. Edge & Co., Ottawa, Ont., might be used which illustrates irons, grills, percolators and toasters showing a range of prices and suggesting these as gifts. Allins, Ltd., Lindsay, advertise a range of electrical goods. Gerry's Hardware, Fort William, devote an ad. to the electric washer under the heading "Are you tired after washing? The fortunate women who have an electric washer are not any more tired than with an ordinary day's work. This machine takes all the work out of washing and takes all the dirt out of the clothes."

Pointing out the advantages of using suitable electrical appliances to make the porch or veranda of the house a room where much hot work can be done by the housewife in the summer months, a woman writer on the subject has the following to say:—

(Continued on page 28)

"The porch in summer has been termed the outdoor living room, but this designation does not begin to cover its functions. The modern, electrically equipped porch not only serves as living room but in many homes is used as a dining room, kitchen, sewing room, reception room and sleeping room. In fact an entire day's tasks may be performed on the porch and performed with more comfort and convenience than in any other part of the house.

In House Planning

"In drawing plans for the modern home the porch should receive generous attention and space. As a matter of fact it is ofttimes desirable to sacrifice the size of the interior rooms in order that the porches may be sufficiently spacious. The ideal house should have three porches—an upstairs or sleeping porch, a convenient back porch, where breakfast may be served, and an extensive and spacious veranda where almost every household task may be performed.

"To obtain 100 per cent. efficiency from the veranda at least four convenient outlets for electric service should be installed. These will permit the use of an electric fan; a tea wagon equipped with grill, toaster, chafing dish, percolator, etc.; an electric cleaner with its myriad uses, an electric sewing machine, iron heater or whatever appliance meets the moment's requirements.

"A family of my acquaintance practically lives out of doors in its screened veranda from May to October. Then it is enclosed in glass and made cozy and comfortable during the winter months by the addition of auxiliary electric heaters.

"A sequestered vine-covered corner of this porch conceals the ironing board and electric iron where the children's dresses and underthings are ironed with ease and comfort to the languid drone of an electric fan. Here the fireless cooker is also concealed which enables the housekeeper to prepare a hot meal for the cool of the evening. Here she pares and prepares fruit and vegetables and here, during the canning season, many a delectable conserve and jam is electrically perfected.

"A summer-time schedule is in effect in this household which includes breakfast on the veranda at eight, consisting of fruit and electrically cooked eggs, toast and coffee.

Electric in the House

"To further simplify housekeeping the kitchen of this home boasts of an electric refrigerator where food, cooked or uncooked, may be kept for days and weeks at a time; and an electrical dishwasher in which the dishes are stacked after each meal but washed only once a day.

"Grass rugs, wicker furniture with cretonne cushions, a roomy porch hammock, ferns, cut flowers, the latest books and magazines and an electric phonograph and fan, make this spot a veritable oasis during the summer months. Here family and friends gather for an iced drink after a hectic day in town or on the links; here one may rest and read one's favorite author or fashion frocks and furbelows with the aid of the motor driven sewing machine.

"In the evening the place may be transformed into a moonlit glade by means of colored electric lamps and music for singing or dancing furnished by the phonograph. Likewise, when required for reading, sewing or other close work, the veranda may be flooded with light, free from glare.

"This veranda has been adequately wired for electric service. There are two separate circuits — one for light and one for power and the outlets for lighting are as numerous as the outlets for appliances."

The foregoing gives hardware merchants some material with which to do some effective promotion work. What housewife will not be influenced by the suggestion of fixing up the veranda as a cool place to work and the use of electric appliances to lighten summer labor.

A Fall Campaign For Bigger Receipts

OPPORTUNITIES for increasing trade during the fall months are being realized more and more by hardware merchants. To bring business in the months of September, October and November on a level with that enjoyed during the usual spring period is the endeavor of many dealers to-day. The success in this direction has not been wholly gained, but in practically all cases where a campaign has been put on, sales have been appreciably increased. Inquiries made from retailers who commence after the hot summer months a campaign on the selling of fall goods reveal the fact that the hardware trade offers a good many lines which are seasonable at this time of year and by putting forth a little special effort encouraging results have been attained.

The importance of reaping a harvest before the winter sets in was recently outlined by a Montreal merchant to Hardware and Metal. Trade in certain months of the winter was proverbially quiet in all lines of business, the hardware trade no exception. The only remedy was to reduce this dull period to a minimum length of time, and this could only be accomplished by lengthening fall trade and commencing early in the spring for spring trade. No retail business, hardware or otherwise, could afford to rest on its oars especially in times like the present. If forced to do so to an extent in mid-winter this must be offset by active business in the other seasons of the year.

There was a time, he said, when many hardware merchants, and themselves included, were apparently content to take full advantage of spring and its usual sales results and leave the balance of the year to take care of itself. Apart from making a special drive on some well advertised line at various times the general run of business was left to make its own headway. This method of doing business might have been profitable to many well established firms a few years ago, but certainly not to-day in this merchant's opinion. The retailer unfortunately has little chance of reducing his overhead expenses. His rent, a large factor in his expense account, goes on at the same figure whether business be good or bad. His newspaper advertising, another large expense item, has to be increased rather than diminished when times are dull. The same thing applies to window decorations, delivery service, donations to charity and all other things which tend to keep up necessary popularity. All this has a great bearing on the merchant's ability to pay his bills and he has got to push ahead at full speed at practically all times.

The point endeavoured to be brought out by this merchant can perhaps be more vividly described by quoting a merchant at a recent convention. When speaking to his fellow merchants, he said: "I don't believe you fellows realize how serious it can be for you when your cash receipts fall off for a time." He thereupon used the illustration appearing on this page.

"Suppose you are the owner of a business which, in normal times, takes in $2,000 a week. Your expenses are 25 per cent. of your sales, or $500. You have, therefore, in ordinary times, $1,500 to send away to your creditors on Saturday night.

"But let a slump come along which cuts off a fourth of your cash receipts. Instead of $2,000 you take in only $1,500. But your expenses are $500 just the same; you can't possibly reduce them without endangering your whole future.

"Now see where you stand. You take in $1,500. You pay out $500 in expenses. That leaves you exactly $1,000 to send away to your creditors on Saturday night. The slump reduced your volume of business 25 per cent., but your ability to pay is reduced one-third."

Summer Clearance Sale Prepares The Way for Brisk Fall Campaign

After selecting the lines which are to be placed on sale in the Summer Clearance Sale, they should be grouped according to their respective needs, each price marked plainly with the distinctive tickets being used for the sale and then arranged where they can be handled by customers. Some distinctive features for showing kitchen utensils, tools, and various lines of shelf hardware are apparent in this store interior of a hardware firm which makes a big success of its annual Summer Clearance Sale.

WITH the summer getting fairly well along, hardware retailers are looking over stock records with a view to establishing how they are going to "break" on the summer's business. The records will show some lines well cleared out, while others have been slow in moving. The fact that Fall hardware lines are now coming in and will shortly be on display in the store makes it necessary to take steps to clear out the slow moving summer stock. It is unwise to leave this movement until the tail end of the season for then everybody is at it and prices will have to be slashed.

The solution is to go closely over the stock and select the lines which require some extra effort and then group them on tables with price tickets plainly on each. A "summer clearance sale" can then be advertised, and the store decorated in distinctive fashion for the occasion. It will be better to give bargain prices to clear out this merchandise than to have it left on the shelves until the end of the season or perhaps carried over into next summer. It should be kept in mind that profits depend upon turnover, that a smaller profit on goods turned over frequently is much better than a larger profit on goods turned fewer times in the year, and that holding out for a large margin may result in the goods being left on the shelves for such a length of time that they will finally need to bring a still higher price for a less margin of profit due to the fact that overhead charges have been steadily piling up against that stock.

Clean up Odds and Ends

The Summer Clearance Sale will do a lot of good in cleaning up odds and ends of summer lines, and in these days of economy many people are waiting for these end-of-the-season sales in order to purchase requirements at lower prices. Many stores in all lines of business are reporting this condition to be more evident this year and last year than for some time past. Hence we see much activity around the straw hat counters these days.

Many customers will be glad to purchase garden tools, hose, kitchen utensils, preserving supplies, screens, hammocks, camp chairs, vacuum bottles, camping kits, fishing and baseball supplies, poultry netting, bicycles, wheel toys for children, electrical goods, oil stoves, flashlights, harvest tools, ice cream freezers, ladders, etc. Many of these lines can be sold in the Fall months of the year, while others are strictly seasonal, but in any case, there are many purchasers who are looking for bargains and all these lines can be featured in the Summer Clearance Sale to good advantage.

A plan followed by one or two Ontario stores visited this week by Hardware and Metal, in staging a Summer

(Continued on page 36)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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Sales Tax Act Should Be Revised

THE MANY difficulties which have arisen in connection with the present application of the Sales Tax Act, and the fact that many business men have discovered that this imposition has developed into something of a burden and discriminatory in character, has influenced a thorough study of the question. As result of this study some constructive suggestions are offered, and in view of the likely extension of the Sales Tax in future it is timely that consideration be given these comments and attention be given by the government to the suggested improvements.

The fundamental principle of the Sales Tax Act when it was adopted by the government was simple enough but its application was not clearly outlined and a wide variation is noted in the way it is now applied by various branches of business. It was the government's intention that the tax be passed on to the consumer, but a loophole was left by the provision that manufacturers could absorb up to 50 per cent. of the tax. Then, too, there have been many varying definitions given of the ruling by collectors of customs in various parts of the country which have led to much misunderstanding. The fact that some manufacturers who formerly absorbed part of the Sales Tax have foreseen an increase in this tax in future and have stopped the practice of absorbing any part of the tax has also created a situation which is misunderstood by certain retailers. Wholesalers, who normally operate on the basis of a large turnover and a small margin, have found it a hardship to absorb the Sales Tax such as they are practically forced to do to equalize their prices with those of manufacturers selling direct to the retailer who absorbs part of the tax. These and other discrepancies have been dealt with in detail in various issues of Hardware and Metal.

One of the most constructive suggestions yet offered is that outlined fully in this issue and which has been dealt with briefly in recent issues. This plan provides for the application of the whole tax of 4½ per cent. on sales by either manufacturer or wholesaler to the retailer, and no tax on sales from manufacturer to wholesaler or as between manufacturer and manufacturer or wholesaler and wholesaler except where such goods were to be consumed or used by that manufacturer or wholesaler.

It is claimed that this amendment to the Act would have the effect of relieving wholesalers from a big burden, it would enable the collection of the Sales Tax revenue from one source on each transaction rather than from two sources, it would allow of the entire tax being passed on to the retailer in each instance no matter from where he purchased his goods, and it is estimated that as result the net revenue to the government would he increased ten per cent. By the continuation of the plan now followed, of manufacturers adjusting prices to protect wholesalers is continued, it is estimated that the cost of the goods to the retailer is increased five per cent.

From the retailer's standpoint difficulty has been experienced on some lines in passing on to the consumer the full amount of the Sales Tax. On certain of these lines rather than make odd prices the retailer has absorbed the tax particularly where part of it has already been taken up by the wholesaler or manufacturer. Passing on the whole amount of the tax may be another matter. If legislation is to be enacted making it necessary for manufacturers and wholesalers to pass on the full amount of the tax then some consideration must be given the retailer's ability to in turn pass it on to the consumer as it is intended to be.

Improvement in Trade and Changes in Buying Tendencies

THERE are many definite signs of improving conditions throughout Canada and an active Fall trade in hardware commodities should be experienced providing the effect of the coal and railway strikes is not too serious. Latest reports from various parts of the West indicate that a better than average crop will be harvested, despite earlier reports of poor conditions. It is realized that many Western farmers have been postponing necessary purchases for the last couple of years awaiting better crops and lower prices. With a good crop this year and hardware prices pretty well stabilized there should be active business for Western hardwaremen who go after this trade aggressively. An indication that better buying is already being done is the fact that summer hardware lines have been pretty well cleared out.

On the B. C. coast, the fruit crop shows almost record volume and the mining and lumbering industries are more active. Building construction is active throughout the Dominion and some increase in prices of building materials has followed the sudden demand at a time when stocks were low. Last month the wholesale price index of 48 building materials advanced slightly and is now 79.7 per cent. above 1913 compared with a peak of 183.8 per cent. reached in May 1920. Production of building materials is increasing. An authority discussing the subject pointed out to Hardware and Metal that apparently the crest of the first wave of building activity represented by speculative development has been passed and a sounder period is being entered wherein better types of buildings will be constructed. Many public buildings, educational, institutional and business buildings are now being commenced after a long period of delay.

Governmental figures of Customs collections and revenue from Sales Tax show a big increase in recent months thus indicating a bigger volume of trade. These figures are the more notable in view of the decline which has been experienced in prices, thereby indicating an even greater turnover of merchandise than is at first apparent.

In planning on future business it behooves retailers to give consideration to these indications of improvement and changes which are taking place in buying tendencies.

SOMEBODY said that the windows are the eyes of the store. They used to be. Nowadays they are the eyes through which the passers-by see what the store offers.

DON'T NEGLECT the proper advertising and display of goods because they are fast sellers. Make hay while the sun shines by making fast sellers sell faster.

The Seal of Approval

On Hardware and Metal's Stand in Regard to the Merchandising of Electrical Appliances

The Results of Competition in Ham and Eggs

EDITOR'S NOTE:—Under the heading "The Results of Competition in Ham and Eggs," Electrical Merchandising, one of the splendid publications of the McGraw-Hill Co., Inc., New York, and looked upon as one of the outstanding authorities on the electrical industry, has some potent remarks to make concerning the use of various retail channels for the marketing of electrical appliances.

The stand taken in this article supports the attitude taken by Hardware and Metal in a recent controversy with a Canadian electrical contemporary, and shows from a new angle the fallacy of endeavoring to confine the merchandising of goods to any one channel, all other things being equal. The article is as follows:—

TOURISTS who motor into the little town of Chittenango, New York, are amazed at the number of signboards along the roadside which are devoted to the exploitation of ham and eggs. One sign announces that the hotel makes ham and eggs a specialty; another tells us that one of the restaurants is the best place to get ham and eggs; while a third sign in huge type and shrieking colors declares a certain roadside pavilion to be the original ham-and-eggery.

The motorist reads the first sign without enthusiasm or interest. When he reads the second sign a reminiscence comes to him of the fine, well-smoked ham and the fresh, still-warm eggs that he used to get down on grandfather's farm. When he reads the third sign, his foot instinctively lifts from the accelerator and connects with the brake. He is sold. As the result of those three signs, we suppose, more fried eggs are sold in that one small community than are sold in all the hundred towns along the Mohawk Trail.

Which indicates the value of competition.

We in the electrical business are sometimes inclined to throttle competition. We try by various devices to put the other fellow out of business. It can't be done. What we need in this industry is not fewer dealers and contractors to divide the business, but more dealers, more contractors, and more salesmen clamoring for more business.

It's the clamoring that counts—the solicitation and publicity. Clamorous advertising will sell anything that's salable. It sells ham and eggs in Chittenango. It will sell electrical merchandise in your town.

Events in the Trade

NEW FIRMS

Johnson & Tait have commenced in the hardware business with a store at 257 Coxwell Ave., Toronto. Mr. Tait was formerly with Ramsay & Co., of Winnipeg.

H. Stainton, Ltd., has opened a new branch hardware store at 3231 Yonge St., Toronto, with T. S. Roberts in charge.

J. E. Hedley, Hardware, has commenced business at 2023 Yonge St., Toronto.

FIRE LOSS

Woodstock, N. B.—Fire destroyed $150,000 worth of property in the village of Syrna Mills, in Aroostock county, about twenty-five miles west of Woodstock. The fire started in the rear of the large general store of J. E. Tarbell and Bros., and wiped out the entire group of buildings owned by the firm, with most of the contents, including a hardware stock.

INCORPORATION

Purdy Radio Phonograph Co., Ltd., head office Toronto, capital $40,000 to manufacture and deal in radio supplies, phonographs etc.

Toronto Simonizing Co., Ltd., head office Toronto, capital $40,000 to manufacture and deal both wholesale and retail in paints, varnishes, enamels, oils, white lead, turpentine, etc.

PERSONAL

S. F. Wood, manager of the Hobbs Manufacturing Co., London, Ont., is enjoying a couple of weeks fishing in the vicinity of Wiarton.

J. M. Webber, Western Ontario traveller for the Hobbs Manufacturing Co., London, is spending his holidays at his home near Rodney.

J. C. Reid, for the past two years representative of the Canadian Oil Co. in Middlesex, Kent and Lambton has been appointed Western Ontario sales manager with headquarters at London. Percy Pearson has been named representative for Lambton county.

W. H. Bartlett of the St. Mary's Hardware Co., St. Mary's, Ont., is home again after spending a couple of weeks motoring through Michigan.

S. W. Newman of the Warner Patterson Co., Toronto, is calling on the trade in this district.

A. Boitard, representing Sabatiere Pere & Fils, Thiers, France, manufacturers of cutlery, was a visitor at the Toronto office of Hardware and Metal. Discussing conditions in France he pointed out that the popular opinion that there was unrest in that country was due to the political disturbances only and that commercially France was developing quietly but consistently, gradually regaining export trade. Mr. Boitard stated that there is much activity in northern France and that big strides have been taken in rehabilitating the war devastated areas.

NEW PLANT FOR FIRESTONE TIRES

Announcement is made that the Firestone Tire and Rubber Co. of Canada will be prepared to undertake production at its Hamilton plant, now nearing completion, early in September. Initial output is estimated at 1,500 tires a day.

WESTERN ONTARIO NOTES

W. Willis, who recently purchased the Chambers Hardware at Springfield, Ont., has taken over the business.

Burglars who obtained entrance through a cellar window got away with ten auto tires and a revolver at the hardware store of Clements & Co., Milton.

CONTRACTS AWARDED

The Hobbs Manufacturing Co., London, Ont., has been awarded contract for the glass in the new store being erected for the Cowan Hardware Co. Work is rapidly progressing on the new building which is one of the most modern and up-to-date hardware stores in Western Ontario and it is expected it will be ready for opening in October.

D. B. McCOY

Who, as announced recently in Hardware and Metal, has been transferred to the Toronto sales staff of the Steel Company of Canada in succession to C. G. Knott. Mr. McCoy comes from Vancouver where he has represented this company for the past three years.

John A. Brownlee of London, Ont., has been awarded the sheet metal work in connection with new Sarnia Collegiate Institute.

BURGLARS ENTER HARDWARE STORE

Montreal.—For the third time since the beginning of the year burglars entered the hardware store of Omer DeSerres on St. Denis street this week On this occasion they secured about $500 in cash and vouchers from the safe, and about $300 worth of expensive pocket knives. Entrance was gained from the rear of the store at the third floor window, the burglars being obliged to first tear off the steel covering of the window and then break in the wired glass. Mr. DeSerres believes that the intruders were entirely inexperienced as the front of the safe was literally torn to pieces after a number of holes had been bored by a hand drill.

CLEVELAND STONE CO. ACQUIRES GRINDING WHEEL CONCERN

The Cleveland Stone Co., Cleveland, Ohio, has now entered the field of artificial abrasives, having acquired a prominent grinding wheel concern. This addition to the grindstone department will be known as the abrasive department. H. W. Caldwell, vice-president, will have direct supervision and A. W. Curtis will be sales manager.

BASSICK MFG. CO. LOCATES IN BELLEVILLE

Belleville, Ont.—This city has been decided upon as the location of a plant for the Bassick Manufacturing Co., head office at Bridgeport, Conn., a prominent concern in the production of castors and furniture hardware. E. W. Bassick, president of the company, and Mr. Fesler arrived here and bought the plant of the Wood Manufacturing Company. The Bassick Manufacturing Company of Chicago, which has been the promoter and manufacturer of the Alemite products, established a small branch here a little over a year ago to try out the possibilities of manufacturing in Canada. The business has been most successful from the start, and this later enlargement has been the fruit of that experience. A charter was secured for the original company in Canada, known as Alemite Products, Ltd. This company will be merged into a new incorporation that will be known as the Bassick Alemite Company of Canada. The new company expects to manufacture here every line that is made in the Bassick plants in the United States.

MARITIME BOARD OF TRADE MEET

The Maritime Board of Trade will hold a meeting in St. John during the week of the exhibition. It is expected that there will be a very large attendance from all three provinces.

PILKINGTON BROS., LTD., APPOINT NEW MONTREAL MANAGER

H. R. Harrison has been appointed Montreal manager of Pilkington Bros., Ltd., and is taking up his new duties from August 1st. Mr. Harrison has been connected with the above company for the past twenty years and in this time has represented them both in Canada and England. When first coming to this country some years ago, he was appointed salesman travelling from Vancouver. Later he was transferred to the Montreal branch and remained here until he was sent to the Maritime Provinces to establish the Halifax warehouse in 1918. Following this he was recalled to England and remained there until his present appointment.

ONTARIO RETAIL HARDWARE ASSOCIATION IS INCORPORATED

Announcement is made by H. C. Nixon, Ontario Provincial Secretary, of the incorporation under The Ontario Companies Act, of the Ontario Retail Hardware Association, constituting George Edward May, John Caslor, Harry Noah Joy and David Spencer Griffin, hardware merchants of Toronto, and Wilmott Ferdinand Macpherson of Prescott, retired hardware merchant, and any others who may become subscribers to the agreement, a corporation to foster the interests of those engaged in the retail hardware and stove business; to reform abuses relative thereto; to secure freedom from unjust or unlawful exactions therein and to disseminate any and all information in respect to lines handled by any of its members; (b) To procure uniformity and certainty in the customs and usages of trade and commerce, particularly for those engaged in the retail hardware and stove business; to settle differences between members and to promote a more enlarged and friendly intercourse between business men engaged in the retail hardware and stove business; and to secure united action of all retail hardware and stove merchants in the Province of Ontario upon all matters relating to the trade, provided the same is not contrary to law, or to the purposes of the association; (c) To establish and extend more intimate acquaintance among members of the association; to exchange suggestions and ideas of business plans and methods; to promote and cultivate friendly relations with manufacturers and wholesale hardware merchants, and to give expression of views as an association on matters relating to the trade; and (d) Generally to do all and everything necessary, suitable and proper for the accomplishment of any of the purposes, or the attainment of any of the objects, or the furtherance of any of the powers hereinbefore set forth, either alone, or in association with other corporations, firms or individuals, and to do every other act or acts, thing or things incidental to or growing out of, or connected with the aforesaid purposes or powers or any part or parts thereof, provided the same be not inconsistent with the laws under which the corporation is organized or the laws of the Province of Ontario; with its head office at the said town of Prescott.

CANADA'S TRADE IN BINDER TWINE

There was a total of 38,566 tons of binder twine available for consumption in Canada in the year 1921. Of the above amount, 16,176 tons were manufactured in Canada and the remainder imported. The value of binder twine and rope manufactured in Canada during the year was $6,297,142, exports $1,194,475. Imports were valued at $7,372,691 and the total available for Canadian consumption was valued at $12,475,358.

BROADCASTING STATION WOULD HELP

Moncton, N. B.—Alderman Hutchinson of Moncton city council, is making a strong effort to induce the Marconi Company to erect the radio station which they are contemplating erecting in the Maritime Provinces, in Moncton. Alderman Hutchinson says that radio is here to stay and that a broadcasting station would be of great benefit to the city. The station is to be erected either in St. John or Moncton.

R. W. Pike, of the firm of Bromley & Hague, Ltd., Winnipeg, who has been confined to the house through illness, is rapidly recovering.

Retailers' Sectreary Compliments Quebec Merchants

Says Quebec Convention One of Best Ever Held —Indicative of the Co-operation given to Have Prominent Officials in Attendance — Intelligent Organization Work by Quebec Retailers

"IT WAS one of the best provincial conventions that has ever been held," said E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada, upon his return to Ottawa from the annual provincial convention in Quebec city.

Mr. Trowern was very enthusiastic about the success of the meeting. "It was certainly inspiring to the outside delegates to see the old Quebec city hall decorated with flags, bunting and flowers and to find the entire population doing their best to make the visitors feel right at home. The retail merchants as a body caught the spirit of the occasion and as a result no room was left for improvement in the general arrangements.

"The organization work of the R. M. A. in the province of Quebec is developing along sound and safe lines. The French mind may, in some things, move slower than their English confreres', but it moves with great accuracy and every step taken is reasoned thoroughly.

"They have applied these principles to their organization as is evidenced by the fact that for efficiency purposes they have divided the province into six districts with capable men in charge of each district, each of them having had extensive retail experience.

"I would like to offer a word of appreciation of the splendid efforts put forth by Mayor Samson to make the delegates feel as welcome as the flowers in May. Mr. Samson is a wholesale and retail hardware merchant and a right good fellow. He delivered the address of welcome, which was responded to by prominent merchants from all parts of the province. The convention was presided over by Alderman Sansregret, who is the chairman of the Montreal council. J. B. Savard, president of the Quebec branch, also took a prominent part in the proceedings and did his share towards creating a feeling of good fellowship among the delegates.

"It has long since been recognized that for hearty expression of appreciation and welcome, the old city of Quebec does not take a second place in Canada. From the opening to the close of the convention, the air was charged with a spirit of welcome. It was quite an inspiring sight to see sixty-seven automobiles lined up at the city hall to take the delegates around the ancient capital. Every automobile was decorated with flags and bore the words: Retail Merchants' Association. One of the outstanding figures in the procession around the city was the chief of police who was brilliantly garbed in his scarlet reception uniform with brass buttons.

"The general point of view taken by the delegates on the taxation question was that there were too many different systems. They considered the income tax was unfair inasmuch as some merchants were presenting correct returns, because they kept a proper set of books, whereas others were not giving their returns correctly, because their systems of book-keeping prevented them from doing so. They considered that any system of taxation which enabled people to be dishonest was wrong."

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

Fruit Prospects Stimulate Buying in B. C.

Turnover of Hardware Well Up to The Average Despite Serious Forest Fires—Okanagan Crop Will be 85 Per Cent. of Bumper Crop of Last Year —Paint, Grindstones, Barbed Wire, Sash Cord, Nails and Bar Iron Advance.

VANCOUVER.—Coast merchants say that while they expect a slow-up in trade at this season, turnover is well up with the average. Building in this and surrounding districts is continuing strong and this has had a good effect upon sales of building hardware and interior furnishings.

The forest fires which have been the worst in many years are having an adverse effect upon sales of logging and machine tools, for operators have been forced to use every available man in fighting fires. The situation is gradually improving and some camps are again opening up, but there have been days in succession when the smoke has screened the mountains even across Burrard Inlet.

Country merchants in the Okanagan and boundary districts, have been ordering a little more freely this week, according to wholesalers, owing to the good prospects for fruit, which will be 85 per cent. of the bumper crop of last year, and increasing activity in mining. In the Cariboo, the same applies but along the Grand Trunk, a serious forest fire 120 miles in length has put a temporary quietus on trade with the coast.

Buyers' Week Postponed

At a meeting of firms interested in Buyers' Week, which was to have been staged during the week of the Vancouver Exhibition, it was decided to postpone this event until the week of the Associated Boards of Trade convention to be held here in February, the delay being occasioned by the fact that not all the firms desired, have been lined up.

Steamship lines operating out of this port are making a bold bid for the movement through Vancouver of the 10,000 ton order of rail steel placed a week ago with the Consolidated Steel Corporation of the United States for Manchuria. The new intercoastal rate on steel has dropped from 60 to 30 cents under the rate war tariff and local interests are of the opinion this trade can move through this port cheaper even than the direct haul through the Panama Canal.

Several list price changes have been named during the week. Grindstones are advanced twenty-five cents a hundred, and barbed wire is up ten cents a spool. Sash cord is up four cents a pound on coils and hanks alike. Wire nails show an advance of ten cents a keg to $5.20 f. o. b. Vancouver and Dominion bar iron is up 25 cents a hundred to $3.75.

In the lower list of adjustments are cold blast lanterns, 25 per cent., ten per cent. in builders' hardware, Wearever Aluminumware an average of twenty per cent., and manilla clotheslines.

Paint Prices Advanced

Owing to the increased cost of raw materials and the Sales Tax, a small advance has taken place in paints for the first time in several months. Porch, floor and house paints are up about ten cents a gallon while shingle stain and the cheaper grade of varnishes have been jumped five cents. High grade varnishes are ten cents higher. White lead has been boosted twenty-five cents to $1.05 in less than hundred pound lots and $15.05 by the ton. Turpentine is up thirty cents a gallon to $2.50 per gallon by the barrel.

THOS. DAVIDSON MFG. CO. OPEN OFFICE IN VANCOUVER

The Thos. Davidson Mfg. Co., Ltd., head office Montreal, have opened a new branch warehouse at 123 Powell St., Vancouver, B. C., under the personal direction of S. H. Carpenter, a hardwareman. A full general line of products comprising enamelled ware, tinware, japanned ware, sheet iron goods, range boilers, anvils, stoves, etc., will be kept in stock.

BIG PLANT PLANNED BY COAST PROVINCE

VICTORIA, B. C.—Legislation for the establishment of iron and steel works in British Columbia will be put through at the next session of the Legislature. The announcement was made following a Cabinet meeting to representatives of the Coast Range Steel Company, a $15,000,000 corporation organized a year ago under H. J. Landahl.

According to the announcement, the Provincial Government will unite with the Imperial and Canadian Governments and guarantee as its share bonds not to exceed $4,000,000. Under plans which have been discussed by the steel people with the British Columbia Government and the Facilities Committee of the Imperial Board of Trade, the total investment in the plant will run to $12,000,000 for the production ultimately of $120,000 tons of finished steel.

WESTERN CANADA NOTES

John Ashton, hardware, Zealandia, Sask., suffered fire loss.

D. McIver, sales manger of The G. F. Stephens & Co., Ltd., Winnipeg, has returned from his vacation at Minaki.

S. H. Whyte of the S. H. Whyte Manufacturing Co., Winnipeg, who has been on a business trip to eastern cities has returned.

Harry C. Martin, of Martin, Finlayson and Mather, Vancouver, an enthusiastic golfer headed the field in the qualifying round in the annual golf tournament of the Terminal City Clubplayed over the Burquitlam course. There were fifty players. Mr. Martin's score was 82 which with a handicap of 18 made his net 64.

T. E. Pooley of the Vickers firm in England is still on the coast looking into the advisability of the construction of a plant on the coast for the big engineering firm. He has been making an exhaustive study of iron and steel possibilities and when in Victoria, interviewed members of the provincial government. He stated that the iron was here and that a market existed—it was only a matter of cheapness of production.

ANNUAL PICNIC OF ASHDOWN HARDWARE STAFF

Winnipeg.—The annual picnic of employees of the J. H. Ashdown Hardware Co., both wholesale and retail departments, was held to Selkirk Park on Saturday last. There were many contests including races for boys and girls, single ladies and men's races, three-legged race, walking race for old timers, fat men's race, ladies thread and needle race, potato race, biscuit race, and a tug-of-war between the retail and wholesale departments with ten on each side. A football game also attracted much interest. Many lovely prizes were donated to the winners and all returned to the city tired after a big day's enjoyment.

Little Summer Hardware To Be Carried Over in Alberta

Seasonable Weather Has Moved Out Retailer's Stocks of Summer Lines—Active Building Insures Continued Trade in Building Hardware—Farmers Will Require Much Hardware.

CALGARY, Alta.—A week of hot weather has brought a brisk demand for hot weather goods, and stocks of screen doors, windows, wire cloth, refrigerators and lawn mowers have moved quite freely. Stocks are easy now and very little of above lines will be carried over. Gardens are now showing the result of care and the demand for the numerous small lines needed by the amateur gardener has helped round out the daily sales.

The preserving and canning season is in full swing and window displays and advertising this week feature the needs the season develops. One very effective down town window attracted noticeable attention, and was a splendid example of how goods ordinarily considered commonplace and unattractive can be made to appeal at just the right time. Jobbers report good conservative repeat business on all small kitchen hardware.

Good Trade in Camping Supplies

The increasing popularity of week-end automobile camping trips has developed a new outlet for camping supplies, and this business naturally drifts to the hardware store. All sorts of ingenious space-saving furniture and outfits generally, are shown, and the out-of-doors man is much interested in any new goods displayed. Those who anticipated this business have found it a profitable addition to their sporting-goods departments, and a drawing card for the many tourists who come in from the south.

Building permits for July will total $275,000, a big increase over July of last year, and an indication that the present movement in builders' hardware will be sustained.

The Crop in Alberta

Latest crop reports fully justify optimistic estimates of the yield for southern Alberta. Government, railroad, and bank reports indicate the largest yield since 1915. Hail losses have been very slight, and the danger period from this cause is now behind us. Business generally shows little evidence that the farmer is cashing in on the prospect, but the needs are there and merchants are preparing for a run on all sorts of crop requirements.

The coal strike which began April 1st is still unsettled, and has had its effect on business in the mining centres of southern Alberta and in a degree throughout the province. Recent developments seem to show some hope of an early settlement. The coal fields of this province are called upon for a large percentage of the coal required for the three prairie provinces, and an early settlement is essential to avoid a shortage and consequent suffering. There is an air of general expectancy that another week will see a return to work on the part of the miners pending a settlement along certain defined lines.

An examination of the price changes for the week seems to show an upward tendency on the heavier lines sold on the tonnage basis, while easier prices are reported on lines of a more expensive nature. After a sharp advance of 8 cents a gallon last week, linseed oil shows two declines this week totaling 10 cents and present quotations are 1.27 for raw and 1.30 for boiled.

Advance in Nails

An advance of 25 cents per keg is recorded on cut nails. This is of interest only as it indicates market tendencies on similar lines.

Bar iron and mild steel show an advance of 10 cents. Current prices are as follows:

Rounds and Squares, 3/16, ¼, 5/16, 6.15 base.

Rounds and Squares, ⅜ to 2 in. and Flats up to and including 1 x 4, 5.10 base.

Rounds and Squares over 2 in. up to and including 2¾ in. and Flats over 1 x 4 up to 6 in. wide, 5.55 base.

Rounds and Squares over 2¾ up to 6 in. 5.85 base.

Band Iron or Steel, 5.60 base.

Sleigh Shoe Steel, 6.35 base.

Sport Goods Reduced

New price levels are noted on Hillerich and Bradsby base ball bats. Louisville slugger autograph series are now quoted at 21.60 per dozen, a reduction from 28.80.

(Continued on page 36)

New Freight Rates Affect Binder Twine And Ammunition on Shipments to the West

Minimum Weight of Carload Lots Increased With Slight Reduction in Freight Tariffs — Changes Made in Time For Fall Trade

RECENT changes in the tariffs on shipments of binder twine and ammunition to the west, supply an interesting factor in the movement of these products at this season. The minimum weight of carload lots of binder twine has been increased from 30,000 lbs. to 50,000 pounds, this revision applying from various eastern points including Montreal, Brantford, Toronto and Quebec to western distributing centres such as Fort William, Port Arthur and westward. By this means a reduction in the shipping rate is secured to Fort William, the tariff now being 25 cents, whereas the charge was previously 35 cents.

Cordage Manufacturer Speaks

An eastern cordage manufacturer stated to Hardware and Metal that they had been negotiating with the railways on the question of rates for some time past, and it was thought that the decisions made in this respect would materially assist the trade at this season. Although no change has been made in the rates to points further west than Fort William, it was stated that large quantities of binder twine are shipped to western Canada, trading of this nature being exceptionally brisk now and during the following weeks. The amount of binder twine needed by western farmers is calculated to be away in advance of the quantities consumed last year, as the crop outlook is decidedly better and preparations are being made accordingly. Carloads previously shipped have always been in excess of the 30,000 lb. minimum, and it was stated that the equalization in rates would enable western distributors to maintain the lower price levels on twine announced earlier in the year.

A similar situation is evident with regard to ammunition, the decision in this respect also coming into effect in time for the fall trade. A reduced rate of 1.12½ on metallic and paper cartridges in carload lots has been decided upon and manufacturers state that the change in this direction would no doubt be welcomed by the jobbers throughout western Canada. However, it was also pointed out that before the concession of this nature was made by the transportation interests, the minimum in carload lots was increased from 24,000 lbs. to 30,000 pounds. The opinion was expressed, however, that these changes would have very little effect upon the individual purchase of ammunition owing to the large number of rounds in 100 lbs. The difference would be chiefly to wholesalers, although shipments to distributors in the west usually consisted of well over 30,000 lbs. It was also stated that the new arrangements were considered more or less of a temporary nature, as no definite information was forthcoming as to the length of time the revised tariffs would be applicable.

Both binder twine and ammunition manufacturers expressed the opinion that increasing the minimum carload lots in order to secure the benefit of slightly lower rates would not effect the prices on the individual purchases, the new arrangements for the coming season merely enabling jobbers to maintain the reduced quotations recently in effect.

Annual Convention Dominion Board R.M.A.

Resolutions Concerning Sales Tax Act Passed—Recommend Abolishing of Stamp Tax on Receipts And Bank Checks And Advance in Sales Tax to Cover This.

HALIFAX, N. S.——The seventeenth annual convention of the Dominion Board, Retail Merchants' Association of Canada, was held from Tuesday till Saturday of this week. Officials present included E. M. Trowern, Dominion secretary, W. J. McCully, Stratford, president Ontario board, Wilfred Hodgins, London, Ont., T. A. Sharp, Midland, Ont., W. A. Ziemann, Preston, Ont., D. W. Clark, Toronto, treasurer Ontario board and W. C. Miller, secretary Ontario board. Resolutions concerning the Sales Tax act and new stamp tax, passed by the convention read in part as follows:

"That having heard an explanation of the operations of the present Sales Tax Act presented to this meeting, we are of the opinion that the present Act has been drafted in such a muddled and confused manner that it can never be made operative and satisfactory to the retail trade in its present form, and we request the incoming Dominion executive council to ask the government that the Act be redrafted and placed in such language that it can be understood by ourselves and by our customers, who are the general public.

"We recommend that the stamp tax on receipts and bank checks be abolished, and if necessary to produce the revenue required by the government that the sales tax be increased to cover this amount."

A resolution was passed opposing the establishment of an eight-hour day. Another resolution charged that a large number of co-operative societies, co-operative farmers' associations, and chain stores had been endeavoring to secure custom by false representation of the manner in which they conducted their business, and instructed the incoming Dominion executive council to prosecute, if necessary, firms whose advertisements were false and misleading.

LITTLE SUMMER HARDWARE TO BE CARRIED OVER IN ALBERTA

(Continued from page 35)

New lists on tire chains are issued, showing a slight decline in the list with a discount of 25 per cent. for 1 to 10 pair and 30 per cent. for orders of 11 pairs or over plus 20 cents per pair for sizes up to 34 x 4, and 25 cents per pair for sizes over 34 x 4. This represents a slight decrease up to 10 pair, with the price for over 10 pair averaging about same as previous quotations.

Substantial reduction are in effect on buck saws. Happy medium are now 13.80, Lance 16.50, and Prince Rupert 18.50, with corresponding reductions on bucksaw blades.

Holstein cow bells are quoted about 17½ per cent under prices of last week. Present prices, 0, $10.50 1, $8.50 2, $7.00; 3, $5.35; 4, $4.55; 5, $4.12; 6, $3.40 per dozen.

Peter Wright anvils and vises are 10 to 15 per cent. lower. Latest quotations being: anvils 60-69 .27, 70-79 .25½, 80 and over, .23, vises up to 40 lbs., 14.-90 each, 45 lbs. and over .31 per lb.

SUMMER CLEARANCE SALE

(Continued from page 29)

Clearance Sale, was to group such lines on special tables and racks near the door, each bearing a distinctive ticket printed in yellow on which were the words "Summer Clearance Sale" and the price. Bands of yellow paper were wound around pillars and pennants of yellow with the words "Summer Clearance Sale" were hung close together on lines strung across the store from the top of the wall cases. These lines were about two feet apart and were strung throughout the depth of the store giving a novel appearance and denoting a special occasion.

The windows were, of course, dressed with samples of the various lines on sale and a suitable window card pointing out the reason for the sale and drawing attention to the bargains offered those looking for end-of-the-season specials. The lines shown on the sale corresponded with those dealt with in the advertising. In each case where such a sale has been put on, it has met with splendid success, a large volume of business being done, and many regular lines being sold to bargain seekers. There is also a big advertising advantage in getting the crowds coming to your store.

A More Extensive Market Service For Hardware And Metal Readers

THE executive officials of large industries who direct the operations of plants involving the employment of hundreds of individuals and hundreds of thousands of dollars of capital—those who do business in a big way and whose slightest error of judgment might cause the loss of much money—invariably seek the utmost information concerning factors which are likely to affect their business one way or another.

Such men find that they must look at conditions on a broad scale and take care not to become confined in their outlook. The same thing applies to retail hardware merchants.

For many years the market service given each week in Hardware and Metal has given hardware merchants valuable information. From time to time as necessity arose this service has been extended. Now a further extension has been made which puts the market service on a strictly national basis with every section of the country represented.

Commencing with the

Annual Fall Number August 19,

market letters from Calgary, Alta., and St. John, N.B., appear, supplementing market reports regularly appearing from Vancouver, Winnipeg, London, Hamilton, Toronto, Montreal and Pittsburg.

This NATIONAL SERVICE will enable Hardware and Metal readers to intelligently size up the probable trend of developments affecting their lines by the details given in these reports of doings in other parts of the country.

You Will Benefit by Taking Advantage of This Unique Market Service Appearing in Each Issue Commencing With August 19.

New Hardware Goods

Offered to Canadian Hardwaremen

WAKYTE BUSTER CAR

The Wakyte buster car is an improved product of the S. H. Whyte Manufacturing Co., Ltd., Winnipeg. In describing this new line the manufacturers state that it is equipped with three pressed steel disc wheels, these having the added feature of rubber tires. The body of the Wakyte buster car is finished in canary yellow enamel, and the wheels in vermillion enamel. It is made in two types, No.'s 100 and 111. Each are identical as to size and are packed three to a crate.

WATSON FRONT SIGHT

Several distinct features are claimed for the Watson front sight No. 6, made by the Watson Gun Sight Co., 384 Victoria St., Toronto. These products are supplied in four sizes of beads, from 1/16 in. to 1/8 inch. They are also made with either gold, silver or white enamel beads. Each sight has a dead-black finish, which is claimed to prevent reflection in strong sunlight. The gold used is pure 24k. with two per cent. of platinum added, which is said to give Watson sights a lustre that is seen in the most trying light. The silver bead is composed of pure silver. The white enamel tip sights will remain white and not turn yellow after coming into contact with oil or weather conditions, according to the manufacturers. It is pointed out that they can be compared with ivory, bone or other white tip sights. The entire surface of the beads is flat, which it is claimed gives true outline and uniform reflection in all kinds of light.

VIKO WINDOW TRIM

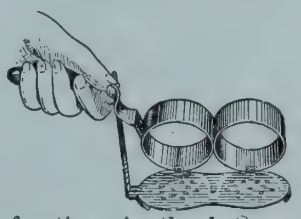
In order to assist dealers to arrange strong roaster displays for the Thanksgiving and Christmas seasons, the Aluminum Goods Manufacturing Co., Manitowoc, Wisc., are offering through their jobbers a special three-piece Viko roaster window trim.

This trim is printed in orange and black. Its main banner measures 39 in. x 9½ in. and the two side panels both measure 39 in. x 7½ in. By using this sepcial trim in connection with roasters, the manufacturers state it makes a powerful and attractive window display which should prove effective in selling the consumer.

These products will be nationally advertised early in the season by the makers and the window display is designed to complete the link in the chain. Further particulars regarding Viko products and the roaster trim can be obtained from the jobbers, or direct.

MAGUIRE EGG POACHER

The Maguire egg poacher is the product of the Aluminum Specialty Co., of Canada Ltd., 61 John St., Toronto. This utensil is described as a practical, handy, economical poacher, a popular kitchen product in the home, restaurant, club, hospital or camp. They are made of high quality aluminum, and by a simple method of operation, the poached egg can be served firm and round. A slight pressure of the thumb lifts the cups and releases the eggs. Another feature pointed out by the makers is the fact that the water is allowed to drain off through the raising of the rings and



the perforations in the bottom. The manufacturers state that no spoons are necessary, no portion of the egg or eggs is lost, and the fact that the Maguire poacher is made of aluminum enables the eggs to be kept warm until served, as this metal retains heat.

NEW RADIAL ARM DRILL

The Van Dorn Electric Tool Co., Cleveland, Ohio, has introduced a radial arm drill, to be attached to the wall or column for performing various work of a heavier stationary nature where great rigidity and accuracy may be required. It is called the Millwright Special, and the makers claim is strongly built, encased in an aluminum housing and also arranged for quick dissembling.

The motor is of the universal type, for either A. C., or D. C., circuits. A special drill chuck permits the use of drills up to ⅝ inch diameter, for drilling holes in iron or steel, while much larger wood bits can also be used. Two large pivot brackets bolted to the wall or column support the entire arm. At the opposite end of the main arm casting is a second pivoted joint on which the short fore-arm swings. The outer bearings of the fore-arm, form a support and guide for the drill bracket column.

END LOCK STOVE PIPE

In the description of the end lock stove pipe, which appeared in last week's issue of Hardware and Metal, the name of the manufacturer was incorrectly spelled. This should have been as follows: The Sheet Metal Products Co., of Canada Ltd., River Street, Toronto.

NEW LINE OF SCALES

Geo. Brousseau, Limited, Quebec, announce that they are now manufacturing a complete line of platform, Champion and household scales, and are now offering same to the trade. All scales have the required government stamping and are fully guaranteed. Detailed information and catalogs furnished upon request.

TRADES ACCOUNTING SYSTEM

A system of accounting, designed especially for merchants, has been prepared by the Trade and Accounting Associates C. P. R. building, Toronto. For a nominal monthly charge a balance sheets and profit and loss statement, as well as the regular book-keeping routine, are handled under the Simplex system, with the co-operation of the merchant to the extent of furnishing daily statements of cash received and similar items on a weekly report form. Under this service, the Trades Accounting Associates, also prepare the merchants income tax return, and point out that under the installation of the Simplex system, the tradesman has the advantage of proper accounting methods, without operating any books.

B. & S THICKNESS GAUGE

The new Brown & Sharpe Thickness Gauge, No. 646, affords a relatively inexpensive precision tool of this type, which it is claimed, fills an important need. It contains six blades: .0015, in., .002 in., .003 in., .004 in., .006 in., and .015 in. in thickness, which can be used together or singly and give a variety of measurements up to .0315 in. These sizes have been selected by the makers as ones most frequently used, and to give a complete range of measurement. These blades are not rolled to size, but are ground to the correct thicknesses.

The gauge has been designed with an eyelet in one end so that it can be carried on a ring or hung up. It is especially useful to the motor mechanic and to automobile drivers, for it answers the requirements in many places around a car:—for setting valve tappets, distributor headpoints, spark plug gaps, fitting pistons, and determining the size of shims for joints or par where there is play or looseness. The manufacturers state there is a broad range of use for this gauge. This new tool is described in detail, in an attractive pamphlet issued by the manufacturers.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

KLYMAX WASHING MACHINE

Ontario Retail Hardware Association, of Prescott, Ont.—Please advise the name of the makers of the Klymax vacuum electric washing machine.

Answer:—The Slade Mfg. Co., Owen Sound, Ont.

CEMENT WORKERS' TOOLS

The Bernier Hardware Co., Montreal—We would like to know if cement workers' tools are made in Canada. If so, who makes them?

Answer:—The Abram Cement Tool Co., Windsor, Ont.; The Cummings Brass, Iron & Wire Co., Winnipeg, Man.; The London Concrete Machinery Co., Ltd., London, Ont.; Wettlaufer Bros., Spadina Ave., Toronto, Ont.

THE HOOVER POTATO DIGGER

Messrs. S. E. Eakins, Millbrook, Ont.—Who are the manufacturers of the Hoover potato digger?

Answer:—The Hoover Mfg. Co., of Avery, Ohio; The John Deere Mfg. Co., of Welland, Ont., are the Canadian representatives.

VIKO ALUMINUM WARE

Peart Bros. Hardware Co., Ltd., Regina, Sask.—Would you advise us the manufacturers of Viko aluminum ware?

Answer:—The Aluminum Goods Mfg. Co., Manitowoc, Wis.

TOBOGGANS

McKinley & Northwood, Ltd., Ottawa, Ont.—Kindly advise us who are the makers of toboggans.

Answer:—J. H. Gignac, Ltd., Quebec, Que.; A. L. Telfer, Montreal, Que.; The Northland Ski Mfg. Co., St. Paul, Minn.; J. E. Beauchamp & Co., Craig St. W., Montreal, Que.; Walter Dean Canoe & Boat Co., Toronto; The Peterborough Canoe Co., Ltd., Peterboro, Ont.; J. B. Laliberte, Quebec, Que.; Henry Ross, Indian Lorette, Que.

CROQUET SETS

The Montreal Supply Co., Ltd., Montreal—Could you supply us the name of the manufacturer of croquet sets.

Answer:—The Henry Wise Woodenware Co., Palmerston, Ont.

CLARK JEWEL OIL STOVE

Chas. W. Mullett, hardware merchant, Bancroft, Ont.—Can you inform me where I can procure repair parts for Clark's Jewel oil stove?

Answer:—The G. M. Clark & Co., Chicago, Illinois; The Happy Thought Foundry Co., Ltd., Brantford, Ont., have these in stock and can furnish repair parts.

THERMOSTATIC REGULATORS

Messrs. J. B. MacKenzie, Georgetown, Ont.—Could you supply me with the name of a firm who manufactures thermostatic regulators for incubator use?

Answer:—The Taylor Instrument Company, 110 Church St., Toronto, Ont.

RAPID POTATO MASHER

M. R. Seed, jobbers and manufacturers' representative, Aylmer, Ont.—Kindly advise as to who manufactures the Rapid potato masher and beater.

Answer:—Messrs. Browne & Dowd Mfg. Co., Meriden, Conn.

EXTENSION POLES

Jos. E. Lemieux, 11 Rue St. Pierre St., Quebec City.—Will you kindly give me the name of a firm making extension poles and trimmings?

Answer:—The Newell Mfg. Co., Prescott, Ont.; Geo. H. Hees Mfg. Co. Ltd., Toronto, Ont.

CARRIAGE WOODWORK

Messrs. Lang, Morden & Weber, of Laird, Sask.—Kindly advise us the name of a manufacturer in Ontario of carriage woodwork.

Answer:—The Victoria Wheel Works, Galt, Ont.

ELECTRIC FLOOR SCRAPER

The Cochrane Hardware Limited, Sudbury, Ont.—Will you please put us in touch with a manufacturer of an electric floor scraper?

Answer:—The Hurley Machine Co., 413 Yonge St., Toronto, Ont.

ROYAL GASOLINE SAD IRON

W. Marchand St. Barbe Co., Huntingdon, Quebec—Could you tell me the name and address of the manufacturer of the Royal gasoline sad iron?

Answer:—The Royal Self Heating Iron Co., 556 Wayne St., Big Prairie, Ohio, U. S.A.

SHOW CARD WRITING

The Smith Hardware Co., Belleville, Ont.—Could you advise where we can procure a book on show card writing and lettering?

Answer:—We discontinued the technical book department of our paper some time ago. There is a book called, Modern Show Card Lettering, published by the Thompson School of Lettering, Pontiac, Mich.

CHEMICAL CLOSETS

The Aikenhead Hardware Co. Ltd., Toronto—Can you advise us who makes sanitary chemical closets?

Answer:—S. H. White Co., Winnipeg; Jas. Morrison Mfg. Co. Ltd., Toronto; Steel Trough & Machine Co., Tweed, Ont.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3731. **General hardware.**—A Manchester firm are always open to consider offers of general ironmongery goods, enamelled ware, brushes, cutlery, fancy goods and toys.

3732. **Metals hardware and sundries.**—A London firm buying goods on commission for clients in India, the Far East, and Australasia, are anxious to receive particulars from Canadian manufacturers and exporters of metals, hardware and laundry lines suitable for the above markets, since they are desirous of dealing to a larger extent in Canadian goods.

3736. **Scrap metals.**—A Manchester firm are in a position to consider offers of scrap metals, particularly copper and brass.

3736. **Steel.**—A firm in London ask to be put into touch with Canadian manufacturers of steel billets, bars and slabs, not already represented in the United Kingdom.

3675. **Hardware, household utensils.**—A Johannesburg firm of manufacturers' agents, covering all centres of the Union, wish to get in touch with Canadian manufacturers of hardware, household and general.

3678. **Nails, screws, bolts, nuts, rivets, etc.**—A South African firm of manufacturers' agents are prepared to take up the representation for the Union and Rhodesia of any firm manufacturing for export the above lines.

3680. **Wheelbarrows (steel).**—A Johannesburg firm handling truck and other agencies are prepared to take up, for the Union of South Africa, the representation of a Canadian-made all-steel tubular wheelbarrow.

3737. **Hot rolled steel strip.**—A London firm exporting hot rolled steel strip to a special specification are anxious to know of any Canadian firms in a positon to supply the material in question. Specifications on application to the Department of Trade and Commerce, Ottawa, Canada.

3738. **Aluminium and aluminium ware.** — A Spanish merchant firm ask to be put into touch with Canadian manufacturers of aluminium and aluminium goods seeking business in Spain.

4425. **Iron and steel—A Birmingham firm** are open for quotations on bright mild steel strip, 16 and 18 WG by about 4 inches; bright mild steel rods, 11/22 inches long straight length; also pure nickel. They also import iron rod, wire and strip.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of July 19 and 26, 1902.

There is a tradition that when the annual excursion of The Gurney Foundry Co., Ltd., is held the fates always smile upon it. Good weather is commonly known as "Gurney weather" around the establishment. On July 11 the company's annual excursion was held to Niagara Falls and the steamer Garden City had nearly 700 people on board. Edward Gurney took a fatherly interest in everybody and he had able lieutenants in his son Cromwell Gurney and T. B. Alcock, secretary of the company.

Thomas Marshall, of Congdon & Marshall, Dunnville, Ont., was in Montreal this week and spent several days visiting his friends among the wholesale trade. He was much struck with the establishment of E. Cavanaugh & Co., Notre Dame St., one of the best equipped hardware stores in the country.

The McClary Mfg. Co., London, have purchased in that city the whole block of land enclosed by William, Nelson and Adelaide Sts., and the river and a large parcel of land east of Adelaide. They will construct a series of buildings wherein something like 400 men will be employed.

The paint factory established in a building on Wellington St., Montreal, by Henderson & Potts, proprietors of The Nova Scotia Paint Works, was destroyed by fire on Friday morning, July 11, to the extent of $25,000 fully covered by insurance.

The Canada Hardware Co. have been appointed agents for the Jewel mixed paints manufactured by Wadsworth Howland & Co., Chicago.

D. Moore Co., Ltd., Hamilton, have made further extensive warehouse additions to their plant to facilitate the handling of increased output.

E. S. Hunt, of The Hoyt Metal Co., of St. Louis, Mo., is in Toronto making arrangements for the erection of a factory.

The by-law to give W. J. Copp and Harold E. Copp, of Hamilton, $15,000 to locate a stove, range and foundry works in Ft. William, was carried.

Wm. Vallance, of Wood, Vallance & Co., Hamilton, Ont., has left for the Old Country on a business trip.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

HARDWARE prices continue to fluctuate in both directions. Current reductions appear on coal oil, certain makes of roofings, tin plates, welding compound, tinned spoons and forks, roller skates for fall trade, and small brass butts. Higher quotations are in effect on soil pipe and fittings,—the development having been more or less anticipated owing to the rising cost of production —while cotton gloves, cotton mason's lines, linseed oil, and ingot copper, tin, lead and spelter, are other commodities registering advanced levels. Prices on lead sheets have generally firmed up one half cent per pound owing to strength of virgin metals. Some revision is looked for in the near future on Lufkin tapes and measures.

The raw cotton market continues to fluctuate and following a sharp advance, current prices are again easier. This upward trend has reflected a firmer tone in manufactured cotton products and while minor changes are recorded in prices on finished goods, the future tone shows additional strength based on the estimated season's crop report.

A more settled feeling is evident in wire nails on eastern centres, while other sources report a scarcity of cut nails with factories several weeks behind in delivery A brisk call is still being experienced for these goods and there has been a heavier season owing to the requirements of the building trades. Construction activity reflects on many hardware lines including builders' hardware, tools, cement, eavestrough, conductor pipe, metal lath, corrugated sheets, soil pipe and similar goods. A steady call has been evident throughout the current season, with an active period still ahead.

Galvanized sheets are still on a very firm basis, while the steel industry is feeling the greater pressure of strike conditions in primary centres. It is expected that bar iron quotations will likely firm up to higher levels under the existing pressure, the trend of prices still being in an upward direction. The steel industry is awaiting the developments in strike conditions, but meanwhile continues to function in spite of these handicaps. A new impulse is needed to awaken interest during the quiet summer period, chief interest at present attaching to when a settlement of coal and rail labor troubles will be effected.

Current business is described as good, with bookings for fall coming along nicely. Judging from present buying on the part of retailers, it is estimated that large stocks are the exception. The carry over of summer goods will be unusually small, many merchants clearing out these lines through the medium of special sales. Jobbers also report that the size of orders being placed by dealers is gradually increasing.

Montreal Markets

MONTREAL, August 10—The current hardware markets are again featured with price revisions, both in an upward and downward direction. One of the outstanding changes is an advance in quotations on both soil and pipe fittings. Through a revision in discounts these products show price increases of varying extent according to sizes. Also attracting attention is the latest development in the local wire nail market when the base price is increased twenty-five cents over the level reached during the recent period of price-shading, although the new price is fifteen cents lower than quotation ruling a few weeks ago. A firmer tendency is again evident in the raw cotton markets and although up to the present only cotton gloves and certain kinds of mason's lines are affected through a price increase, other products such as cotton rope, sash cord, etc., are reported with a much firmer undertone. Lead sheet quotations are advanced one-half cent per pound. Reductions are made in prices of tin plate in full boxes. Small brass butts are also reduced in price. The strike situation still plays an important part in the steel industry and both the sheet markets and bar product prices are very firm at existing levels.

WIRE NAILS NOW $3.50 BASE, F. O. B. MONTREAL

Montreal.

Following the recent unsettlement in the wire nail market, a new quotation of $3.50 base, f. o. b. Montreal, is given by local jobbing houses. Although this price is lower than quotation ruling some few weeks ago, it is twenty-five cents in advance of the level reached during the unsettled period.

ADVANCED QUOTATIONS ON SOIL PIPE AND FITTINGS

Montreal.

Advanced quotations are recorded on both soil pipe and fittings, the extent of the increase varying on the different sizes. Two, three, four, five and six inch pipe is now quoted at less 35 per cent., and eight inch pipe at net prices. Two to six inch fittings are now less 45 per cent. while the eight inch fittings are also net.

In announcing this revision manufacturers state that in line with other iron and steel products production costs have increased, the recent higher levels on pig iron being one of the chief factors. While the market tendency on these products has been upward for some time past, no definite decision to increase prices was reached until the coal situation attained a more serious stage. Trade in both pipe and fittings is described as very satisfactory for this season of the year, and following are the revised quotations:

SOIL PIPE—	
2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

MINOR REDUCTION IN TIN PLATE PRICES

Montreal.

A slight revision is made in tin-plate quotations, full boxes being reduced fifty cents per box. Recent shipments of this product have been received from overseas and importers state that the present change is merely an adjustment of prices as the undertone of the market is quite firm. With regard to imports of tin-plate from the United States a local distributor states that in all probability a much firmer tendency will be in evidence during the fall months unless an early settlement is reached in the coal strike. It was pointed out that much of this product will be required by can manufacturers for the pack of fruit and vegetables and for this reason tin-plate would be placed on the priority list. Mills would be forced to ship almost any sized sheets for this business as present stocks are low with little hope of further production. Following are prevailing prices:

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

TROUGH AND PIPE STILL ON ACTIVE MOVEMENT

Montreal.

A fairly active movement and the continued firmer tendency in flat galvanized sheets still contribute a strong undertone in eavestrough and conductor pipe. Although at this season of the year sales usually show a slackening, especially in rural districts, when the harvesting season is in full swing, business in these products this year has been well maintained. Quotations are firm at the following discounts:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in,, $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70|10 per cent.

Conductor Pipe, Round, Plain and Corrugated, per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in. $29.60; 5 in., $40.00; 6 in. $49.00.

Discount 70|10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.
2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in, $29.00.

Discount 60 per cent.

LEAD SHEETS HALF CENT PER POUND HIGHER

Montreal.

The continued stronger tendency in metals on the primary markets still reflects on lead and zinc products, and lead sheets have firmed in price, all weights being one-half cent per pound higher. Other lines such as traps and bends, lead pipe and solders are unchanged but if the stronger tendency continues in primary circles, higher prices on other lines of finished products would not be surprising. Revised quotations are as follows:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2″	13 00
Do., 2″ to 8″	14 00
Do., 8″ and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

HIGHER PRICES RECORDED ON COTTON GLOVES

Montreal.

An increase of from 5 to 10 per cent. is announced on quotations on the various lines of cotton gloves. The no-wrist style is now quoted at $1.20 per dozen, and the knitted wrist at $1.80 per dozen.

MINOR REDUCTION IN SMALL BRASS BUTT QUOTATIONS

Montreal.

Quotations on small brass butts, narrow, medium and broad, are revised and are reduced approximately 5 per cent.

CONSTRUCTION DEMANDS QUANTITY OF METAL LATH

Montreal.

Metal lath continues to sell well, activities in building construction demanding supplies. Trade in this product has been good during the spring and early summer months and with prospects of an active building program during the remainder of the summer, business is expected to reach very favorable proportions before the close of the year. Prices are unchanged at the following levels:

METAL LATH—	
Painted—	per sq. yd.
26 gauge	23c.
24 gauge	28c.
23 gauge	32c.
Galvanized, 10c. per sq. yd. extra.	

GALVANIZED SHEETS STILL ON VERY FIRM BASIS

Montreal.

Notwithstanding the English market is still supplying fair quantities of sheets, particularly galvanized, to this centre, distributors are very much concerned over recent developments in the United States coal strike and production difficulties. Dealing with the situation one local importer stated this week that from present indications there was little or no hope of securing even fair supplies of galvanized sheets from this source for the fall trade. An active demand is usually experienced for galvanized sheets in the following months as a good amount of repair work is done not only in the larger centres but in rural districts. This informant had just returned from an extensive trip through producing centres in the South where mills advise that deliveries in future will experience a further delay. Importations from England are now meeting the situation quite satisfactorily but it is pointed out that the present season is usually not as active as at a little later date and it remains to be seen whether the overseas market can supply when a heavier demand is felt. The local market may receive ample shipments, but it is considered very doubtful whether points farther west can be taken care of. Present prices are firm at the following levels:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 50
26 gauge	6 75	7 25
24 gauge	6 15	6 65
22 gauge	5 80	6 30
18—20 gauge	5 10	5 60
Other Brands—		
10¾ oz.	6 75	7 25
28 U. S. gauge	6 35	6 85
26 U. S. gauge	6 05	6 55
24 gauge	5 90	6 40
22 gauge	5 90	6 40
18—20 gauge	5 75	6 25
16 gauge	5 60	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

SLIGHTLY HIGHER PRICES ON COTTON MASONS' LINES

Montreal.

Increased prices are announced on masons' lines, both in balls and hanks. The former records the greater advance and both No. 27 and No. 45 are now quoted at 61 cents per lb. Lines in hanks only show a minor change of approximately three per cent.

STEEL INDUSTRY FEELS PRESSURE OF COAL STRIKE

Montreal.

Current quotations on bar iron and steel products remain unchanged at $3.15 base, but these prices are very firm owing to disturbing factors in the industry. Production difficulties which become more pronounced from week to week in Southern centres, and gradually more apparent with domestic mills, are still occupying the minds of those concerned. Reports from the U. S. Mills this week indicate that furnaces in all districts are being banked and a further curtailment of steel operations because of coal shortage seems certain. Already crippled in their production, steel men declare the situation grows more serious from day to day, and adding to the trouble is the possibility of widespread unemployment of steel workers unless something is done to get coal and coke to the mills.

Local mills state that there is little change in the situation insofar as they are concerned. Coal stocks are becoming less, but there is hope of replenishment from the Welsh coal fields in the near future. A certain amount of

this coal has already reached this port, and extensive importation is expected in the following weeks. Present prices are the following:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

BUILDING ACTIVITY REFLECTS ON HARDWARE LINES

Montreal.

Hardware lines for which a steady call has been received during past months and which are quite active at the present time are those appertaining to the building industry. Jobbing houses state that builders' hardware and tools are now moving well while dealers in heavier commodities such as cement, eavestrough and conductor pipe, metal lath, corrugated sheets, soil pipe, etc., state that business is well up to expectations. That a good period for these lines is still ahead is assured by building permits issued for the closing months of summer and fall. Also, apart from new building construction there is always a good amount of repair work done in these months, and taken altogether dealers are quite optimistic regarding future trade, with many predicting a record year in some commodities.

FURTHER STRENGTH IN RAW COTTON MARKETS

Montreal.

A further stiffening tendency is again evident in the raw cotton markets in the south due, it is stated, to the crop estimates for this fall, when production will not reach figures at first anticipated. There has been considerable damage to the yield from wet weather conditions, and the acreage is somewhat smaller in some producing states. This upward tendency is reflected to an extent on domestic markets when certain lines of cotton twines are advanced in price. Such lines as cotton rope, sash cord, awning cord, etc., are unchanged up to the present but the undertone of these products is described as very firm.

FAIR DEMAND CONTINUES FOR RANGE BOILERS

Montreal.

Current trade in range boilers is said to continue fair, demand for these products being fairly well governed by activity in building circles. Later summer and fall usually bring a bigger demand for range boilers and this, coupled with continued new building, promises well for future trade. Quotations are unchanged with a certain firmness in the tone of the market owing to the stronger tendency in practically all galvanized sheet products. List prices and discounts remain unchanged.

Crude Oil Production Exceeds Consumption

Easier Trend in Crude Oil Market During Recent Weeks. Producers Anxious to Unload Stocks, Claim They are Working on a Loss. Reflected on Domestic Markets.

As pointed out in a recent issue of Hardware and Metal there has been a rather unsettled feeling among crude oil products in the United States. During recent weeks an easier tendency has crept into the market and reports received from the south would indicate that production exceeding consumption is responsible for the present softer tone in the market. This tendency was recently reflected on gasoline prices when a further reduction was announced in southern centres, immediately followed by a reduction of 1½ cents per gallon in domestic prices.

R. L. Welch, secretary and counsel of the American Petroleum Institute, in outlining the situation gives the following facts which are of interest to domestic circles in view of their application to the primary source of supply:

"From the fall of 1920, the refiners of the United States taken as a whole produced gasoline and other petroleum products at a loss.

"The explanation lies in two facts: First, to produce one barrel of gasoline it is necessary for the oil industry to produce about four barrels of crude and by-products The principal by-product is fuel oil, which is sold at all seasons of the year at prices below even the cost of crude at the wells.

"Second, the burden of cost must therefore be borne by the principal product—gasoline. But even as to this product, more is produced during the winter and early spring months than is consumed, and during this period the financial necessities and lack of storage facilities of many refiners compel them to sell below the cost of production.

"The domestic production of crude oil in 1921 was 469,639,000 barrels and 125,000,000 barrels were imported from Mexico. Of the total of 594,639,000 barrels, 66,000,000 barrels went into storage, indicating that 528,639,000 barrels of crude were either refined or sold as fuel oil without refining.

"Consumption of gasoline fluctuates more than 100 per cent. between periods of maximum and minimum demand. On the other hand, refinery operations must be continued on a reasonably uniform basis throughout the year. Otherwise the refiners of the country would be fifty per cent. shut down during periods of lowest gasoline consumption and would be unable to meet the demand from current production during the seasons of high consumpton. Gasoline prices were rising in May and June of this year because of the increase in the demand in relation to the supply.

"Since November 1921, the oil industry has been producing and importing more oil than was consumed and exported. The excess of production and imports over consumption and exports from November, 1921 to May, 1922, was 70,302,678 barrels."

SLIGHTLY EASIER TONE IN INGOT METAL MARKETS

Montreal.

The ingot metal markets have not been quite as firm during the past week, although the declines in prices are not very great. After the sharp advance in certain metals, a slight reaction is not surprising, especially in view of unsettled conditions prevailing in the United States and the uncertain state of finance in Germany.

TIN.—London has declined slightly this week probably owing to lack of support from this side as it is considered difficult to see how consumption can increase with labor conditions so unsettled. The undertone of the market however is described as good, and higher prices not unlikely later on. The local market is quiet at 36 cents.

COPPER.—There is nothing new in this metal, as it is not affected by the coal strike to the same extent as other lines. Domestic demand continues good and supplies seem sufficient for the present. Electro is still quoted at 17¾ cts., casting at 17½ cts.

SPELTER.—The immediate demand for spelter having been apparently satisfied, prices are slightly lower, but it is not thought that the decline will extend very far. It is considered probable that England will have to look to this side, which will mean lower prices. Local quotation is unchanged at 8¾ cents.

LEAD.—This market remains steady without any change in prices, and the situation is described as quieter. Supplies and demand are said to be fairly well balanced at present, and no immediate change is looked for. Lead is quoted at 7 cents.

ANTIMONY.—This metal remains quiet with practically no change in the undertone of the market. Chinese is still quoted at 6½ cts., high grade English at 7½ cts.

ALUMINUM.—Aluminum still fails to show much action and no change is recorded in the market tendency. Quotation remains at 24 cents.

Toronto Markets

TORONTO, August 10.—The trend of hardware markets continues to provide price developments of a mixed nature. Recessions and increases again appear, the declines affecting coal oil, which is lower one per cent per gallon and a minor reduction on certain roofings. Through a revision in discounts, higher quotations are now in effect on soil pipe and fittings, this change being attributed to increased production costs, manufacturers claiming that pig iron, coal and other elements are relatively higher. A brisk movement of binder twine is generally recorded. Strike conditions continue to affect delivery of sheets, and an increased call has consequently developed for domestic sheets. It is evident that the duration or possible cessation of the coal and rail labor difficulties remain the principal current factors in the steel industry. The upward movement in ingot metals has reached the stage where higher levels on tin, copper, lead, and spelter have been adopted locally and while the improvement has halted for the present, primary market conditions remain fairly steady.

COAL OIL NOW LOWER ONE CENT PER GALLON

Toronto.

In conjunction with the reduction of 1½ cents per gallon on gasoline prices, which was announced in last week's issue of Hardware & Metal, coal oil quotations are also lower one cent. This revision brings the current levels to twenty cents per gallon on Royalite and 23 cents for Palacine grade.

HIGHER QUOTATIONS ON SOIL PIPE AND FITTINGS

Toronto.

As pointed out in recent issues of Hardware & Metal, a decided upward tendency has recently been apparent in the market for soil pipe and fittings. This change has now developed in the nature of revised discounts, thus placing quotations on a higher level on sizes 2 to 6 inches, both pipe and fittings in medium and extra heavy. The revised discount on pipe is 33 1-3 per cent., while all fittings with the exception of 8-inch, are now on an even basis of 45 per cent off list. Eight inch pipe and fittings remain at net list.

In discussing the reasons for this revision with manufacturers, Hardware & Metal was informed that higher production costs were the principal factor, a tendency outlined in a recent issue. It was pointed out that pig iron has rapidly advanced in price, while coke is also higher. A shortage of raw material in this class is now commencing to become apparent due to the poor transportation facilities and delayed deliveries caused by the rail strike in southern centres. The demand for soil pipe and fittings is stated to be keeping up well and the season's volume is on a very satisfactory basis, a condition which has been materially assisted by the activity in building circles. New discounts follow, these applying to the standard list of October 1, 1907:

SOIL PIPE—

2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net

FITTINGS—

2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

TEN CENT REDUCTION ON CERTAIN ROOFING

Toronto

One local distributor of roofing papers has announced a reduction of ten cents per roll on ready roofing, the new prices being as follows: 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.

NEW PRICES EXPECTED ON LUFKIN MEASURES

Toronto.

Some revision in prices on the Lufkin line of rules and measures is anticipated in the near future, according to recent information from the manufacturers.

BRISK BINDER TWINE MOVEMENT RECORDED

Toronto.

The seasonal movement of binder twine has assumed distinct proportions, the general demand throughout the country being reported by manufacturers and distributors as much heavier than last year. This is attributed to the improved crop conditions and general expectations regarding harvest results. The easier price levels at which binder twine is selling this season, when compared with last year, is also described as a factor assisting in this direction. It is stated that unless unforeseen elements detract from the size of this season's crop, the volume of binder twine will compare favorably with previous records. Prevailing conditions in the trade are stated to be satisfactory.

RANGE BOILER PRICES ON STEADIER BASIS

Toronto.

Conditions in the range boiler market are described as much more satisfactory during recent weeks, and compare favorably with the situation recorded at this time last year. The current volume of trade is also on an improved basis, and from the price shading which was so common at that time, quotations have firmed up considerably until distributors are generally interested in maintaining the current list. The strength of the steel industry is described as serving to maintain prices on range boilers, flat galvanized sheets being higher in price as well as somewhat scarce owing to delayed deliveries. Following is the nominal list with discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 60
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.: Extra heavy, 40 per cent.

CALL FOR BUILDERS' HARDWARE STILL EVIDENT

Toronto.

As the season advances, an increasing demand is noted in many quarters for builders hardware. This is taken to indicate that many houses and other erections are now nearing the stage of completion and products of this nature were not previously contracted for. In addition, there remains a good amount of new construction, especially dwellings and the smaller type of building, which has resulted in a steady call for materials in this class. Prices generally remain firm and unchanged.

FIRMER MARKET IN TROUGH AND PIPING

Toronto.

Trade in eavestrough, conductor pipe and elbows is still described as seasonably brisk, with a good amount of dwelling house construction promising a fair call for these products throughout the latter part of the season. Owing to the recent trend of the steel market and the higher prices on galvanized sheets, quotations on trough and piping are reported considerably firmer. Following are unchanged list prices and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:	Per 100 ft.
8 in.	$ 15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—

Plain round or round corrugated:	
2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

CEMENT NOW REPORTED IN MODERATE DEMAND

Toronto.

No change has been reported in cement prices, and while it was previously thought that some easier prices may develop owing to the slight easing in

freight rates, the opinion is now expressed that any such development has been postponed. The scarcity of coal and higher prices now obtaining for same are pointed out as increasing cement production costs, and while no great call for cement is looked for during the Fall season owing to the completion of present construction programs by that time, yet the market has remained fairly steady. Up to the present, therefore, the following quotations continue in effect:

CEMENT—Carload Lots—

Per barrel	$ 3 75
Less Carload Lots—	
Per barrel, f.o.b. yard	4 40
Per barrel, delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

SCRAP MATERIALS STILL IN DULL CONDITION

Toronto.

The scrap material markets are still reported in a dull condition, with very little movement in current trade conditions. The only bright spot, if it can be described as such, is the fact that copper again appears to be a little stronger in virgin metal circles. Other waste metals remain generally unchanged, with prices being maintained where possible by dealers, but it is noted that the present trend is inclined to be easier in some instances. Following are the usual averages of local buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	**$13 00**	**$14 00**
Borings and turnings	**6 00**	**7 00**
Rerolling rails	**12 00**	**13 00**
Scrap pipe	**5 00**	**6 00**
No. 1 railroad wrought	**10 25**	**11 25**
Steel turnings (Hamilton)	**9 75**	**10 25**
Agricultural malleable	**12 00**	**13 00**
Railroad malleable	**13 00**	**14 00**
Net tons—		
No. 1 cast	**18 00**	**19 00**
Stove plate	**15 00**	**16 00**
Grate bars	**14 00**	**15 00**
Standard car wheels	**15 00**	**16 00**
Scrap Metals		
Heavy copper and wire	**10 75**	**11 25**
Light copper	**9 25**	**9 75**
No. 1 composition	**9 00**	**9 50**
No. 1 comp. turnings	**7 25**	**7 50**
Light brass	**3 50**	**4 50**
Heavy yellow brass	**5 50**	**6 50**
Heavy Lead	**5 00**	**5 50**
Tea lead	**2 75**	**3 50**
Scrap zinc	**4 25**	**4 50**
Scrap Rubber		
Boots and shoes		**2 00**
Lumbermen's rubber boots	**1 25**	**1 50**
Auto tires	**0 40**	**0 50**
Solid tires	**6 60**	**1 00**

STRIKE CONDITIONS AFFECT DELIVERY OF SHEETS

Toronto.

Trade in galvanized sheets continues on a brisk basis and primary conditions in this market show very little change. Deliveries are vitally affected by the rail and coal strike complications, and the settlement of these factors remains the chief element in the steel industry in general. The view prevails in the trade that even with an early settlement of the two strikes, steel producers would not be greatly helped immediately as some time must elapse before stocks of coal can be built up again. Meanwhile many American producers are conserving their supply of fuel by slowing down operation, and in addition, due to the enforcement of priority orders on coal shipments, many mills in the south report further curtailment in production. It is noted that certain manufacturing consumers have taken less steel because shortage of fuel has also affected their operations. An increased call for domestic sheets is evident. Consequently, galvanized sheets continue on a very firm price basis. Local quotations follow:

BLUE ANNEALED SHEETS—

10 gauge, base	**4 00**
12 gauge	**4 05**
14 gauge	4 10

BLACK SHEETS—

18-20 gauge	**4 80**
22-24 gauge	**4 85**
26 gauge	**4 90**
28 gauge	**5 00**

A charge of 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.
28 gauge	7 50
26 gauge	7 25
24 gauge	6 65
22 gauge	6 30
18 and 20 gauge	6 10

	Premier and	Apollo
10¾ oz.	6 75	7 30
U. S. 28 base	6 35	6 90
U. S. 26 base	6 05	6 60
22 and 24	5 90	6 45
18 and 20	5 75	6 30
16	5 60	6 15
12 and 14	5 45	6 00

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.
An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

Steel Industry Awaits Strike Developments

New Impulse Needed to Reawaken Interest During Quiet Summer Session—Trend of Prices Still in Upward Direction — Industry Continues To Function in Spite of Strike Handicaps

WITH the middle of the summer period in the steel trade now at hand, a new impulse is needed as both buyers and sellers are generally awaiting further developments before acting. As pointed out recently, the spread between various quotations apparent on the local market on bar iron is expected to become uniform in the next few days, a tendency to firm up to the higher level of $3.25 base being generally evident. But for the quieter session, it is stated that the range would have been eliminated prior to this.

In spite of the obstacles and uncertainties caused by the strike conditions in the steel industry, production and distribution continues. However, more producing capacity is gradually being put out of commission as the shortage of fuel becomes increasingly noticeable. Deliveries of certain steel goods are being extended, new tonnage consequently having slowed down during the current quiet period. Naturally chief interest attaches as to whether the coal strike will be settled in the near future, although production of both pig iron and steel has kept up better than was generally expected would be the case under such circumstances.

Nothing but labor troubles and the dislocation of industry caused by the present strikes is held to stand in the way of there being active and satisfactory business not only throughout this year but into next year. It is almost universally recognized, however, that this is a very important qualification.

Among the ranks of the trade it is hard to draw out any predictions as to how the future market will develop. The general tendency is to take the attitude "wait and see." The two strikes will of course come to an end somehow or other. Either one of the strikes would complicate matters, while the two combined make a complication represented by multiplying the two influences together rather than adding them up.

IRON AND STEEL—

Mild steel bars, base	3 15	3 25
Mild steel bands 3-16 in. base	3 65	3 75
Bar iron, base	3 15	3 25
Angle iron, base	3 22	3 35
Horseshoe iron	3 75	3 85
Tire steel	3 35	3 45
Spring steel	7 00	8 00
Sleigh shoe steel	3 15	3 25
Hoop steel	4 00	4 10
Norway iron	....	12 50
Toe caulk iron	4 00	4 10
Crucible cast sheet steel		**28 00**
Mining drill steel		**18 50**
Cast tool steel, high grade		**30 00**
Cast tool steel, medium		**18 00**

UPWARD MOVE IN INGOT METAL PRICES

Toronto.

Ingot metals are somewhat higher in price practically all through the list, due to firmer conditions and increased quotations on the primary markets. The stabilization of the exchange situation is cited as the keynote to permanent improvement in this direction, and until this object is achieved, the current demand for non-ferrous metals is expected to be somewhat spasmodic and prices continue to fluctuate accordingly. Copper is higher one-half cent locally, tin also registering a similar increase. Spelter records the greatest comparative advance, quotations being $8.25, compared with the former level of $7.75. Lead also shows another increase. Antimony and aluminum are unchanged.

COPPER.—Fair sales of copper are being recorded, and consumers are now showing more interest in future positions. There is a lack of animation in the current market, but prices are steady. Local quotations have firmed up to the levels of 17½ cents.

TIN.—Owing to the recent advance in London prices, local levels have also registered slight increases, the current average being 36½ cents. There has also been a slight improvement in demand, and quotations on primary centres are consequently higher.

LEAD. — This market continues strong with a good consuming demand. The upward trend to primary markets is still evident, and local prices are also relatively higher. The new level is $7.50.

SPELTER.—This metal records another marked increase in domestic circles, and the new local price is $8.25, compared with the former level of $7.75. This is the third increase recently announced on this market, but while the current trend is firm and prices are steady, the upward climb has halted in primary centres. This is naturally expected after such a strenuous movement. The outlook is described as fairly good.

ANTIMONY.—There is very little to report in the antimony situation, prices remaining unchanged and the current demand of a quiet nature Present local prices are remaining between 6 and 7 cents.

ALUMINUM.—The dulness which has characterized the aluminum market during recent weeks is still in evidence, and no new features have been recorded. Local quotations are unchanged at the previous levels of 20 to 21 cents.

London Markets

LONDON, August 10.—Business here continues good. Seasonal lines are in steady demand and stocks are low in most lines. Jobbers and factories are now shipping booked orders for fall goods and merchants are preparing for the coming season.

Price changes are light this week, most quotations being very firm. Collections in this district are reported as good.

REVISED LOWER PRICE ON WELDING COMPOUND

London, Ont.

The various grades of welding compound have been reduced in price, the extent of the decline being around ten per cent. Following are revised levels: Climax, Boravette and Cherry Heat, 11½ cents per lb.

LOWER PRICES ON TINNED SPOONS AND FORKS

London, Ont.

Tinned spoons and forks have again been lowered in price, the reduction being in the neighborhood of five per cent. Following are new prices on these products:

TEASPOONS—

	Gross
No. 900—Tinned Teaspoons	2 75
No. 900—Tinned Dessert Spoons	5 35
No. 900, Tinned Table Spoons	5 50
No. 900—Tinned Dessert Forks	6 00

DECLINE IN PRICES ON ROLLER SKATES

London, Ont.

New lower prices are now in effect for fall business on roller skates. Revised quotations on the Union make follow:

ROLLER SKATES—

No. 3. With plain steel wheels, $1.00 pair; No. 5. With ball bearing wheels, $2.10 pair.

STRENGTH MAINTAINED IN TURPENTINE MARKETS

London, Ont.

Quotations on turpentine are locally unchanged, the general market situation maintaining the firmness recently recorded. Local stocks are still described as low.

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

EXPECT RECESSION IN LINSEED OIL PRICE

London, Ont.

Owing to the downward trend of flaxseed prices, the market for linseed oil is consequently weaker and a reduction is expected at any time. Easier levels are recorded on most markets, but with moderate stocks and a fair demand for this season of the year, the following quotations have been maintained during the past week:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

CUT NAILS SCARCE BRISK CALL EVIDENT

London, Ont.

A good sale is still reported for nails, both cut and wire. Cut nails are reported very scarce at present, and factories are several weeks behind with their delivery. Following prices prevail:

NAILS—

Wire, base	3 65
Cut, base	4 60

CARBORUNDUM FILES IN POPULAR CALL

London, Ont.

Dealers report that there is a good sale at this season for carborundum section knife files. The current quotation on these products is $8.75 per dozen for the No. 57.

ONLY SPASMODIC CALL FOR ELECTRIC FANS

London, Ont.

The sale for electric fans has been rather spasmodic this season, the prevailing movement being light. Sales of these products are of a relatively smaller volume when compared with last season, as July and August were exceptionally hot months a year ago, and the call for electric fans in 1921 was correspondingly heavy. Prices remain unchanged at the following levels:

Polar cub, 6 inch .....$5.75 each
Polar cub, 8 inch .....$8.00 each

HARVEST TOOLS STILL IN SEASONAL DEMAND

London, Ont.

A good harvest tool demand is now in evidence, hay forks and similar products still registering an active movement. Quotations remain at list less sixty per cent.

GOOD SALE NOTED FOR COLD WATER PAINTS

London, Ont.

Many dealers throughout this district have reported that a brisk seasonal call for Alabastine cold water paints is evident. Prices remain at the following levels:

Colors and White

2½ lb. packets .....$10.10 per 100 lbs.
5 lb. packets .....$ 9.60 per 100 lbs.

FAIR BUSINESS NOTED FOR CATTLE CHAINS

London, Ont.

Business in cattle chains is reported fairly good and orders are now being booked at the prevailing level of list plus 25 per cent.

LIVELY MOVEMENT OF FLY OIL RECORDED

London, Ont.

A lively sale for fly oil is now reported. Warm weather usually experienced at this time of the year creates a seasonal call for this product. Prices remain unchanged at the following levels:

FLY OIL—

Dr. Williams	Per Doz.
1 gal. cans	12 00
½ gal. cans	8 00
Crenoid	
1 gal. cans	12 00
½ gal. cans	8 00

Winnipeg Markets

WINNIPEG, August 10.—Business is showing an improvement. Prices are advancing on iron and steel bars. Linseed oil has shown a decline and is now quoted at $1.23 for raw and $1.26 for boiled. Turpentine prices are ruling steady. Peter Wright anvils have declined 2 cents per pound. Galvanized sheets are reported scarce. Putty has shown an advance as well as cut nails.

ANVILS SHOW DECLINE OF TWO CENTS PER POUND

Winnipeg.

There has been a decline of two cents per pound on Peter Wright anvils. New quotations are from 60 to 69 pounds—26 cents per pound. 70 to 79 pounds—24½ cents and weights over—22 cents.

TROUGH AND PIPE SHOW FIRMER TENDENCY

Winnipeg.

Eavestrough and conductor pipes show a seasonable activity and with the stronger tone in galvanized sheets and the present shortage on the local market the tone of the market is decidedly firmer.

STRONG UNDERTONE IN WROUGHT PIPING

Winnipeg.

Wrought iron and steel piping prices are unchanged and the market is in a strong position. The American pipe market is reported very firm.

GALVANIZED SHEETS NOW REPORTED SCARCE

Winnipeg.

The situation in galvanized sheets is reported scarce as local supplies are being rapidly depleted. Prices are firm and unchanged.

SOIL PIPE QUOTATIONS FIRM BUT UNCHANGED

Winnipeg.

Quotations on both soil pipe and fittings remain unchanged with current trade reported satisfactory due to the improvement in the movement of building. With the firmer tendency in iron and steel products and the continuation of the coal strike the tone of the market is much firmer and if this continues an advance can be expected in the near future.

LINSEED OIL SHOWS DECLINE IN PRICE

Winnipeg.

The weakness that has featured the southern markets has been reflected on the local market in two separate declines. Raw linseed oil is quoted at $1.23 per gallon with boiled at $1.26.

PIPE FITTINGS MARKET SHOWS NO CHANGE

Winnipeg.

The demand for pipe fittings continues to show a slight improvement. The market is ruling steady with quotations on the different lines unchanged.

STEEL AND BAR IRON PRICES ADVANCE

Winnipeg.

Current quotations on the various grades of bar iron and steel have shown an advance of ten cents per hundred pounds. Local distributors state that a firmer tone will likely continue if the production is curtailed in steel plants and it will only be a matter of time when this will be reflected locally.

CUT NAILS ADVANCE TWENTY-FIVE CENTS

Winnipeg.

An advance of twenty-five cents per keg is now in effect on cut nails. Current trade in wire nails is reported fair.

HIGHER PRICES ON PUTTY

Winnipeg.

There has been an advance of about 50 cents per hundred pounds on putty and new quotations on 100 pounds is $6.00.

TURPENTINE REMAINS AT UNCHANGED PRICES

The Southern markets are reported steady and the movement fair. Locally there is no change in price and turpentine is quoted at $1.85 per gallon.

Strong Future Position Of Raw Cotton

Estimated Crop Shows Consumptive Demand in Excess of Supply Resulting in Firm Price Trend on Manufactured Cotton Goods—Current Quotations Steady—No Immediate Advances Expected

QUOTATIONS on raw cotton again show a decided upward tendency, with future prospects exhibiting marked strength. Fluctuations have recently been recorded, but the statistical position remains very firm, and reports from southern cotton markets indicate that the future trend can hardly be expected to reach lower levels.

Following the publication of the official estimate of the current crop report, it is observed that the probable consumptive demand is well in excess of the size of the forecasted crop. The ten-year cotton crop average is 13,053,000 bales, and when this is compared with the estimated 11,449,000 bales for this season, the trade consequently fears a supply far below current needs. This condition is naturally reflected to some extent in quotations on the various manufactured cotton lines, such as cotton rope, clothes lines, sash cord, seine twine and similar goods.

Probable requirements are figured in the neighborhood of thirteen million bales, a situation which has caused October cotton values to rise. That several other factors enter into the crop results are admitted, these elements including weather conditions, the annual weevil damage, the amount of rain and the condition of the plant.

In discussing the cotton market with prominent distributors of manufactured lines, it was pointed out to Hardware and Metal that such factors make the future conditions extremely difficult to gauge. The recent fluctuations and resulting firm trend have had the effect of making lower quotations on finished products more remote. As regards higher prices, however, it was admitted that no increases are at present being contemplated and while current prices were fairly firm, higher levels would of course depend upon future upward movements in the primary markets. Manufactured cotton goods registered advances to a varying extent comparatively recently and raw cotton conditions result in maintaining these quotations on a steady basis.

Hamilton Markets

HAMILTON, August 10.—The coal and railway strikes continue to hold the close attention of all engaged in the hardware and metal industries because of the broad effect of such disturbances on this industry. Higher prices on galvanized sheets, bar iron and steel and some other hardware lines, have been more or less attributed to the effect of these strikes and the prospect is for higher prices on other products if no early settlement is made.

In discussing the effect of the coal strike and the threatened extension of the railway strike in Canada upon industry in general, and particularly the steel industry, with various producers, Hardware and Metal was informed that while present coal supply is in most cases sufficient for some weeks, the question of further supply is now an important one. With deliveries of coal curtailed in the past weeks many of the larger users are working on reserve, and stocks on hand which will last from four weeks to four months are reported by various firms.

Hardware merchants report a really excellent season in building supplies, tools and roofing. They state farmers have been big buyers of roofing and the many new homes which are being erected require large quantities of glass, electric fixtures, builders' hardware and plumbing supplies and also offer many opportunities for general trade. A feature of the situation is that building permits are continuing to be issued, thus indicating that there will be a large amount of work and opportunities for trade in these lines until well into the fall season.

Building activity is mostly confined to dwelling-house construction; a good portion of which is now nearing the finishing stage, and a better movement of medium-finished hardware is noticed; some dealers report this department quite active. Competition on this line is keen.

Those dealers who feature sporting goods generally report the best trade in years on seasonal lines. Stocks are low and just now the streams are clear and fishing good and the demand for tackle very active. Golf, tennis and baseball have been particularly active all season. Seasonable sales at attractive prices are noticeable; it is evident merchants are not going to carry over tail ends of summer stocks.

Anticipations for an average crop have considerably bolstered up trade conditions, while the realization of optimistic harvest reports undoubtedly form the basis of an improved business movement generally. Retailers continue to purchase supplies and seasonal lines in moderate quantities.

James M. Rae & Company, Medicine Hat, Alta.—Can you tell us where we can secure repairs for the Walker Oak Heater?

Answer.—The Hall, Zryd Foundry Company, Limited, Hespeler, Ont.

Sells Paint By Showing the Finished Effect

Realizing That He is Selling a Finished Effect on a Certain Surface, Hardwareman Keeps Samples of Work Done by Each Line Carried—Local Property Transactions Provide Prospects—More Paint Sold by Suggestion Than Anything—Speeding Turnover

DISCUSSING paint business with a hardwareman who has had long experience in the trade but who is just commencing a new store in a strange community, Hardware and Metal unearthed some ideas which are particularly applicable to those stores which are working up a new clientele or for those stores which find necessary some radical change in selling policies in the paint department. This hardwareman pointed out that the dealer who sells a can of paint, varnish, enamel or stain should realize that he is not selling just so much material, but he is selling the customer a finished effect on a certain surface. He early realized this fact and found that a change in his policies whereby he sold ideas instead of cans, resulted in a stimulation of his business.

When a customer wants some varnish for a floor he shows him a sample of flooring (several pieces of flooring about 14 inches long, tongued and grooved and cleated in back) which he has had on hand, finished with the floor varnish they sell. The prospective customer thus sees exactly how the floor will look when finished with that particular varnish. The same plan is carried through in selling enamels, stains, house paint, floor paint, automobile finishes, etc. It requires some time to get these samples, but they are very effective in closing a sale and in interesting new prospects.

This merchant also keeps a close watch on local property transactions realizing that these give him a tangible basis on which to work up paint business. He secures a list of real estate transfers from the local records offices and immediately calls up the purchasers of the properties and tells them he is selling paint and suggesting that they will probably want to freshen up their new property with some new paint. Frequently he gets invitations to come up and discuss the matter. Those who promise to come to the store to discuss the matter are checked up closely and if they do not come they get a reminder or he tries to see them personally.

Uses Property Transfers

This hardwareman finds that property transfers are productive of much business because it is a time of change when people are considering the expenditure of money and it is also the time when they are considering means for altering and improving the new premises. It has been his experience that most orders received in this way are for large quantities.

This merchant gives some good tips on other points as well. He says:

"Don't forget, paints and varnishes, probably more so than any other line of products, are often sold by suggestion. Mr. Home Owner comes into a hardware store for some nails. If he has to pass by the paint department with its nice display of panels, etc., he probably thinks of some surface about the home that needs finishing and right here is a probable sale.

"Some time ago we put in a small stock of paint (about $300) but rather than put the stock in back or upstairs we arranged it around a pillar right up in the front of the store.

"Then we went to it. A newspaper campaign was arranged for and other means were employed to start the paint department off with a bang.

"Just a word about the newspaper ads. They consisted mostly of small 'liner' ads which were run frequently. At certain intervals larger space was used to bring out special offers."

Six Turnovers a Year

The following, from a letter written by the merchant, is interesting:

"We turned over our paint stock twice the first month. We do not expect to keep this up every month during the year, but the way our line is selling, I could surely predict a turnover of six or eight times during the year.

"This especially surprises me, as I had no idea we could do this with paint. We have given the stock a prominent position near the front entrance, and we have run ads at different times in the papers, inviting the people to come in for samples of varnish and varnish stain. We followed this up with small runners about five in each issue, appealing to the women.

"Our town has about 10,000 people, and since putting in paints, close to two months ago, we have sold around $1,000 worth."

To illustrate the snappy kind of advertising this firm does, here is one of the "liner" ads:

"Oh!	Girls!	Girls!
Paint	Paint	Paint

"You can add greatly to the complexion of your floors and furniture by putting on a coat of paint or varnish. Special drive on paints at ——— Hardware Store."

Many dealers think they have no chance of getting the paint to be used on new homes being built in the neighborhood. Not so with this firm. Just as soon as their stock arrived they went after every job in sight—and they landed a good proportion of them.

Building Prospects

This merchant does not go after the owners of new homes when they are ready for paint, but he starts when the foundation holes are dug. His system is to keep in touch with owner and contractor and by pointing out the advantages of quick service he gets the order.

Here is what he has to say about the paint business:

"Two years ago, when I opened this store I placed a $422 stock order for paints.

"I do not feel that we are well established as yet; therefore, we cannot state at this time what will be our paint business in a few years to come, but you can judge for yourself as to what the outlook for our paint sales will be. Our stock averages $600 and our last year's sales were $3,193.33 and still climbing.

"This territory in which our store is situated is a recently developed location, and many new homes are being built, and we have got much of the paint business that goes along with new work. We feel that much painting will be done this fall. We sell a good amount of interior paints in the fall."

In telling the story of these two firms in the paint business the main point brought out is that aggressive methods will get business—no matter what the obstacles are. Another point to remember is the display—get your paint stock up front where it can be seen and serve as a reminder to folks that they need paint or varnish to do some job.

Then don't forget that the products that make money are those that turn over frequently — and here is where paint comes into its own. A dealer can "get by" very nicely with a small line of paint because he can get fill-ins quickly. In these days of small profits it's the turnover that counts and the products that turn over frequently deserve a place up in front.

PRATT & LAMBERT-INC. HOLD SALES MEETINGS

That this fall the paint and varnish industry will experience an opportunity for a greater volume of business than it has had in many years, was one of the many optimistic statements made by general manager A. D. Graves at the Divisional Sales Meetings of Pratt & Lambert-Inc., held in Chicago, Buffalo and New York, successively. The central division, embracing Buffalo and Canadian territory, met at the Buffalo plant. A dinner followed the first day's session in each city, the men at Buffalo motoring to the Lake Shore Hunt Club, where P & L and "Save the Surface" songs enlivened the occasion. Felicitations were cabled to J. H. McNulty, who is abroad with his family. Flowers, accompanied by a letter expressing the wish for steady and permanent recovery, were sent to W. H. Andrews, now convalescing from a serious illness at his home in Buffalo. The presence of both Mr. Andrews and Mr. McNulty at these midsummer conventions in the past has contributed not a little to their success.

R. W. Lindsay, sales manager, discussed the work and problems of the industrial salesmen. W. P. Werheim, advertising manager, outlined the company's advertising program for the next six months and displayed the features to be used. Mr. Graves conducted the discussions on trade sales, in which the salesmen freely participated.

Expect Some Changes in Brush Prices

General Revision in Quotations for Fall Would Likely Contain Slightly Lower Prices on Certain Types of Brushes With Some Higher Levels on Other Classes—Method of Marketing Bristles Responsible for Higher Production Costs

THAT no radical changes will be made in the price of brushes this Fall was the opinion expressed to Hardware & Metal by E. C. Boeckh, of the Boeckh Co., Ltd., Toronto, brush manufacturers. It was stated that there may be some lower quotations on the longer bristle types of brushes, but any revisions of this nature would be small. On the other hand, some higher levels may have to be put into effect on the smaller sizes of brushes, owing to the recent developments in the bristle markets. It was pointed out that in the Chinese bristle market especially, the shorter sizes of bristles were both scarce and higher in price. A new method of marketing these has been adopted which places sizes between 2½ inches and 6 inches in large assortments. Formerly the smaller sizes used to be sold separately, but it was explained that brush manufacturers now have to purchase the entire assortment. These contain many long bristles and other styles for which there is not the same demand all through the season as is evident for other types of bristles, and it was thought, places the manufacturer at a disadvantage.

Referring to household brushes and higher grade products of this class, it was stated that no reductions in price are anticipated. The fact that production costs have been placed on a slightly higher basis through increased sales tax, higher coal prices and other elements, was another factor brush manufacturers had to consider. Overhead had been reduced all possible, while there was no possibility of further lowering wage levels, as labor in the brush industry was not considered as too highly paid. That another three or four weeks would elapse before any decision in regard to Fall selling prices would be announced by the manufacturers was also indicated.

MERCHANT SETS A GOOD EXAMPLE FOR PAINTING

WINDSOR, ONT.—"Save the surface and you save all" is the motto not only of the paint manufacturers, but also of C. H. Smith, prominent Windsor merchant, who has suggested to the Border Cities Retail Merchants' Association that steps be taken to clean up the exterior appearances of Windsor's downtown retail stores, if the reputation of this community is to be upheld.

At the last nomination meeting of the Association, Mr. Smith pointed out that several of the stores were in an abject condition from the exterior, although the interiors of the stores were well conditioned. He advocated the more benevolent use of paint and other decorative material to "brighten up the premises." Mr. Smith declared also that lack of sufficient lights in the stores was also responsible for the seemingly unkempt condition of the stores. He made a strong appeal for store-keepers to give their establishments better lighting, for lights at night, he maintained, were illustrative of the spirit of the community, and should therefore be bright.

The suggestions of Mr. Smith were heard favorably by the board of directors, to whom the matter was referred, and a committee, as follows, has been appointed to act: George Macdonald, chairman; C. H. Smith, A. J. Veale, Jack Gelber. The committee will wait upon the several retailers and, if possible, secure the assurances of the proprietors that a "clean-up" will be made.

A GOOD PAINTING EXAMPLE IS BETTER THAN PRECEPT

Paint advocates should not neglect to set a good example by painting up the store in refreshing colors. Make this new paint covering extend both inside and outside the establishment. Even brighten up the fixtures and floors. The delivery wagons can also be used as "silent salesmen" advocating the paint and varnish principles. Many hardware merchants who own other residences than the store building itself, have adopted the idea of using the home as a demonstrative example of paint and varnish to "save the surface". "Your house or your building, can equal this in appearance at nominal cost", and "It only costs so much to paint this house from top to bottom, both inside and out", are catchy slogans for use in display bulletins and local ads.

REPORTS CANADIAN OXIDE OF IRON BEING DUMPED ON U. S. MARKET

The secretary of the U. S. treasury has announced that the customs service has found that oxide of iron imported from Qcebec, Canada, is being dumped on the American market. The secretary in his announcement says:

"After due investigation I find that the industry of manufacturing oxide of iron in the United States is being or is likely to be injured by reason of the importation into the United States of oxide of iron imported from the province of Quebec, Canada, and that such merchandise is sold or is likely to be sold in the United States at less than its fair value."

Weekly Paint Markets

Montreal

MONTREAL, Aug. 10.—An advance in linseed oil prices, following the sharp recession of last week, is the feature change in the paint markets this week. The seed market after displaying an easier tone owing to reports of very favorable crops for fall, steadied up considerably during the past week and a firmer tone is now evident. Turpentine prices are again unchanged and although an easier tendency is displayed in the south, this is not yet reflected on the local market. Demand is now seasonably light and this factor is an important one on the situation at producing centres. Local importers state that in all probability there will be transportation difficulties in the near future if an agreement in the strike situation is not reached, and although this has had no effect up to the present it may assist towards somewhat higher prices in the ensuing week. Considerably lower prices are given by some firms on shellac but no change is reported in other quarters. There is therefore a range in local prices. As in the case of practically all paints, varnishes and allied products, the movement of white lead and putty is now slower. Bookings for fall trade will in all probability be commenced around the first of next month although there is said to be little chance of much activity until the booking date is extended or until new prices are set for fall. Any announcement of this nature will likely be made shortly after September 1st.

FOUR CENT ADVANCE IN LINSEED OIL PRICES

Montreal.

Following the recession in linseed oil prices last week, this market is again featured by a price change but this time in an upward direction. Local quotations generally are advanced four cents per gallon, with a slight variation noted among distributors. Certain firms are quoting one to two cents higher than prices given below, they having not reduced quotations to the same extent last week. The seed market is said to have developed a certain amount of strength because present supplies are of only moderate proportions, and notwithstanding reports of bumper crops for fall there is little seed to take care of present requirements until the new crop is harvested. Reports from the North West indicate that with favorable weather continuing the crop will be a little easier than usual and the chances are that new seed will be on the market two weeks in advance of past seasons. One local crusher stated that nothwithstanding this, the question of seed supply should be an important one during the weeks immediately following. Revised prices are as follows:

LINSEED OIL—		
1 to 2 barrel lots, per gal ...	1 05	1 07
5 to 8 barrel ots, per gal.	1 03	1 05

TRANSPORTATION AN IMPORTANT FACTOR IN TURPENTINE MARKET

Montreal.

Current quotations on the local turpentine market are unchanged, notwithstanding a slightly easier tone in the market in the south. Recent reports from producing centres indicate that a further drop in prices would not be surprising at an early date, although a recession of only minor proportions is looked for and due to a natural trend at this season of the year. Demand has slackened considerably in the past few weeks and there is not the interest that was shown a few weeks ago. Fair sized enquiries for export are being received but none of these have resulted in sales of any consequence. Local importers state that there is a possibility of transportation difficulties from now on, and this may be an important factor in the local situation in the weeks to follow. For this reason the trend of the local market may not reflect market conditions in the South as readily as would otherwise be the case. Prevailing quotations are the following:

TURPENTINE—	Imp.	Gal.
1 barrel lots	1 63	1 65
2 to 4 barrel lots, per gal.....	1 61	1 63
Broken lots	1 73	1 75

VARIATION IN LOCAL SHELLAC QUOTATIONS

Montreal.

Although certain firms announce considerably lower prices on shellac, it is stated in other quarters that there is no change and former prices are being maintained. Primary centres describe the market as quiet and demand variable, with quotations generally considered nominal with little actual change. Demand locally is seasonably quiet with the following range in quotations given:

SHELLAC—	Pure White		Pure Orange	
In barrels	4 60	4 90	4 35	4 60
5 gallon jugs	4 75	5 10	4 50	4 75
1 gallon jugs	4 85	5 40	4 60	4 90

LITTLE ACTIVITY NOW EVIDENT IN PUTTY

Montreal.

The usual summer dullness is now apparent in the putty market, with dealers anticipating little further activity until next month at least. Many salesmen are off the road and bookings up to the present on this product are comparatively light. One local manufacturer stated that he expected sales would be small until either the booking date was extended or some announcement forthcoming with regard to prices for the fall trade. Booking prices are now given for delivery up until September 15th, 1922.

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00

Toronto

TORONTO, August 10.—The usual midsummer dullness now pervades the paint markets, the movement of paints, varnishes and sundry products being in moderate proportion. Price movements are of minor extent this week, but the trend of primary markets provides the chief interest. Flax seed prices have recovered to some extent and linseed oil quotations are consequently firmer. In addition, the by-products cake and meal are lower in price, this tendency serving to introduce higher linseed values. Although reports covering crop conditions affected seed prices, it is pointed out that this factor does not assist current supplies. Shading has been evident, due to quiet current demand.

Quotations on turpentine are unchanged, it being pointed out that supplies are somewhat difficult to secure owing to the southern rail tie-up interfering with new shipments. Local stocks are described as scarce, but this condition is not so noticeable as might otherwise be the case, the current call being of moderate extent.

Shellac prices are reaching a nominal stage, an easier undertone having developed in this market, and some lower quotations having been recorded. Trade in window glass is described as satisfactory for this season, many distributors reporting increased activity in certain directions since the general adoption of the recent discounts on the box list.

(Continued on page 50)

Barrett Roofings, Cements Industrial Paints etc.

DURING the next few weeks there will be a big demand for roof repair materials. For many property owners have neglected to put on new roofs this summer and now they'll have to patch up the old ones to make them last through the winter.

The two famous Barrett Specialties described below are the greatest materials on the market for making old roofs last longer.

You can recommend these products to your customers with absolute confidence that they will give complete satisfaction. Send in your order at once, and be ready for the big rush.

Everlastic Liquid Roofing Cement

One coat of Everlastic Liquid Roofing Cement makes old prepared and "rubber" roofings almost as good as new. It forms a smooth, tough, durable surface that adds years of extra service.

Mention this to your customers. They'll thank you for the money-saving suggestion. Everlastic Liquid Roofing Cement is easy to apply and comes all ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

Anyone can apply it

Plastic Elastigum Patching Cement

No wonder this famous Barrett product is called "the plastic cement of a thousand uses!" Patching leaks and holes in all kinds of roofs, repairing flashings, relining gutters and cisterns—these are a few of the uses for which it is unequalled. It's easy to apply and sticks to either a wet or dry surface. Don't be without a stock.

Relining a gutter with Plastic Elastigum

Sold in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 48)

TURPENTINE SUPPLIES DIFFICULT TO OBTAIN

Toronto.

Turpentine remains somewhat scarce on the local market, this condition being attributed to the tie-up in the American transportation facilities causing considerable delay in the movement of fresh supplies from the south. Prices are again unchanged, and while the current demand is of moderate proportions and a slightly easier trend is recorded at Savannah, these factors have failed to outweigh the shortage of stocks on domestic centres. It is pointed out that unless the rail strike is settled in the near future, future supplies of turpentine will likely be more difficult to procure, as present shipments are very slow, a condition distributors expect will get worse if no settlement is reached.

The fact that there has been a slight recession in values at southern points has failed to dull the enthusiasm of producers regarding the future trend of this market. It is pointed out that the usual summer dulness in the trade is more or less responsible and in conjunction with this element is the natural reaction which usually accompanies any marked upward movement. The current demand is slightly easier, but the future strength is considered assured in view of the estimated consumptive requirements being generally equal to the volume of production.

TURPENTINE—

1 barrel lots	1 75	1 80
2 to 4 barrel lots	1 74	1 79
5 gallon lots	1 90	1 95

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

FLAX SEED RECOVERY FIRMS UP OIL PRICE

Toronto

Recovery of linseed oil prices following the easier levels recorded on the local market last week, indicate that oil follows more or less closely the current developments in flax seed. Linseed quotations are also stronger due to the recession in prices on cake and meal, this condition serving to sustain oil prices as crushers figure current by-product values in production costs. There has been some cutting in prices on linseed oil on domestic centres due to the slack trade, a situation generally usual at this time of the year. Flax seed prices, however, have steadied up considerably and oil quotations have reflected this condition to a corresponding extent. Some variation in prices is still evident among local distributors. The seed market recovery is attributed to the fact that supplies are considered as only of moderate proportions and while recent reports covering the Fall crop have been optimistic and therefore influenced the trend of seed prices, yet in referring to later developments in this market it is pointed out that this condition does not assist supplies prior to the time that the new seed comes on the market. Average prevailing linseed oil quotations follow:

Toronto.

LINSEED OIL—	Per Gallon Raw		Per Gallon Boiled	
1 to 2 barrels	1 10	1 20	1 13	1 23
3 to 4 barrels	1 09	1 19	1 12	22
6 to 9 barrels	1 07	1 17	1 10	1 20

Less barrels, 15 cents per gallon.

MODERATED CALL FOR PAINTS AND VARNISHES

Toronto.

The seasonal call for paints and varnishes is reported by manufacturers and distributors to have moderated a little, this being attributed to the holiday season. In speaking of this condition, one manufacturer stated to Hardware & Metal that they do not look for such a big trade during the middle of the summer, but plans are being made for the anticipated Fall trade, when a marked improvement in painting activity is naturally expected. It was also pointed out that a great many dwellings and other buildings now under construction will hardly be ready for painting until later in the season, when the weather is also considered more suitable for this class of undertaking. That the total volume of trade this season, up to the present, has generally equalled expectations was also admitted. Prices are remaining at the recent revisions.

Pittsburg Markets

PITTSBURG, August 10.—Production of pig iron in July, was at ar ate only 1.6 per cent. under the rate in June. As noted in recent reports, many blast furnaces were compelled to bank or blow out in the last two or three weeks of July owing to coke shortage, due to lighter receipts of coal at by-product coking plants, resulting chiefly from the railroad shopmen's strike of July 1. This would have suggested a very considerable decrease in pig iron production in July. The decrease in the rate of production did occur, but quite a number of furnaces had blown in during the latter part of June, adding little to that month's output. Transportation conditions are improving, as the railroads make headway in overcoming the effects of the strike, which is not settled formally. The coal strike continues. Thus the prospect is that pig iron production in August will be materially below that of July.

The slight drop in pig iron production from June to July was almost entirely among merchant furnaces, the steel interests having a good output, and as the steel works may have used a somewhat larger proportion of scrap in July it is possible that their production of steel ingots increased a trifle. At any rate it cannot have decreased materially. The ingot report for July will be out in a few days.

The important point in this matter of steel production is that a fourth month has been added to the list of months in the coal strike in which there has been heavy production and this means a great deal of steel shipped. April saw a heavier production of steel than any preceding month since November, 1920. May showed a material increase over April, and June a slight increase over May, while July at any rate did not go back to any extent. The result is that steel production in the four months after April 1, when the coal strike started, has been 40 per cent. greater than in the four months preceding April 1. The average rate of production in the past four months has been about 36,000 000 tons of ingots a year. This is only 14 per cent. under the rate in the first nine months of 1920, when steel was regarded as being in exceptionally heavy demand.

Consumers Well Stocked

In the circumstances, there is a possibility that some consumers are pretty well stocked with steel. In February, March and April the common view was that a considerable part of the steel buying at that time was in anticipation of curtailment in steel production arising out of the coal strike. It must be remembered that the coal strike was universally expected and not a few people thought it likely to prove the greatest strike in the history of the industry. While there may have been little stocking of steel in a speculative way, it was the testimony of steel producers that customers were taking in steel against contracts they held and would be executing in the later months of the year, contracts for making manufactured steel products and contracts for construction work.

The reduction in steel production that has been occurring, and the further reduction that is practically certain prospect for the next few weeks, therefore, does not necessarily promise that there will be a shortage of steel. The present dullness of the market is in keeping with this analysis. There is some urgent demand for prompt shipment with delivery premiums naturally being paid, but the tonnage involved is not large. For delivery late in the year hardly any business is being done. The mills insist that they would not sell in any event, but the case does not come up to any extent, as buyers are not inquiring.

Instructions to Curtail

It is stated on excellent authority that some buyers of steel have instructed mills to curtail shipments. This may not involve much tonnage, but it is a significant development. Whether the buyers in question have accumulated extra stock, or are having their operations curtailed by coal shortage, cannot be learned precisely.

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

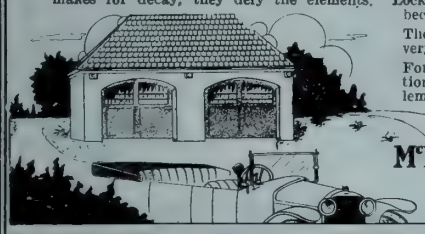
"Crown" Metal Shingles

You Can Safely Recommend them

For any and all kinds of building, for they have been scientifically constructed to adapt themselves to the most exacting roofing work. They are absolutely storm, water, fire and wind proof making the strongest metal roof in existence. Free from solder, exposed nails or anything that makes for decay, they defy the elements. Locked on all four sides they become a continuous piece.

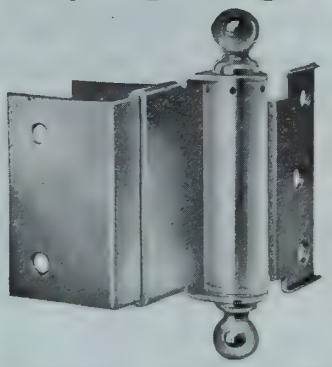
They are easy to apply and are very attractive in design.

For details and any information on any sheet metal problem, write



McFarlane-Douglas Co.
Limited
Ottawa, Canada

No. 1800
Lavatory Spring Hinge



A WROUGHT metal spring hinge for doors not exceeding 30 pounds in weight. Recommended as a replacement where longer life and service are required. For slate or marble partitions. Supplied in nickel plate, polished brass or bronze metal. Write for catalog, prices, terms.

Canadian Representatives for Quebec, Ontario and Maritime Provinces:
SMITH-STEWART CO.,
London Loan Bldg. LONDON, ONT.

LAWSON
MANUFACTURING COMPANY
230 W. Superior Street, Chicago, Ill.

ORDER NOW

BANNER

ASH SIFTERS

Your Jobber or

BURROWES Mfg. Co.
TORONTO, ONT.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dcalers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. [illegible]	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 . ..	1 50	Group 5....	2 00
Group 6 . ..	2 50	Group 7....	3 50

Axes, bench, 60% off list.

BABBITT

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............ 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List Prices per dozen

3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller lengths, 35 per cent.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$3 75
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	$16 25
No. 3½	$17 50

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111 $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ...	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75 Toronto, $8.00; London, $7.75

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

DOON TWINES — D — MADE IN CANADA

YOU ARE CORDIALLY INVITED

To visit us at the Canadian National Exhibition, Booth No. 8, Manufacturers Building.

When you have examined our exhibits, from the raw material to the finished twine, you will understand why

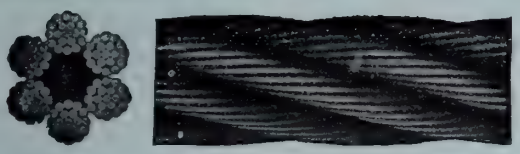
"DOON" TWINES STAND THE TEST

Booth No. 8. Remember!

DOON TWINES LIMITED

Mills at Doon and Kitchener
Head Office, Kitchener

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

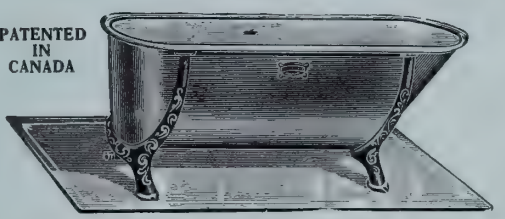
For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL **BATHS**

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.
⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.
Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 60 per cent. 4½ and larger, 50 per cent; long, 4 in. and under, 65 per cent; 4½ in. and larger, 55 per cent; running thread, 4 in. and under, 40 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ....$ 6 80
For 17" Axle 7 20
For 19" Axle 8 10
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Per Doz. Pair.
Atlas, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4" 12 40
Do., 5" 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 .... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do., No. 3 .... 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 35
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1 85

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.b0.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz......	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	3 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... ... 21c per lb.
48 x 96 ... ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per se, ...$ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12, and 14 ft. ... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases .. .. 1 35 doz.
3 doz. cases . ... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 3 75
Barn Door, No. 5 .... 3 00
Do., No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4 dozen $40 00
No. 8 dozen 52 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood $3.65 base.

F.o.b. Montreal, $3.50 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal. Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:

See Fittings.

OAKUM—	Per 100 lbs.
Navy Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 30

F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
List, less 15 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iorn Blk.	Gen.Wrot.Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., to 6 inch ...less 33 1-3 %.
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. ....less 45 %
8 in. .... net
List of Oct. 1, 1907.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal.

PLANTERS, CORN

King of Feild, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Sisal	0 17	
Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 75
Do., 60 sheets	5 50	4 85

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC. 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00
Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	8 75
No. 159, galvanized	4 00

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.

F. O. B. Toronto.

Ready, 2 ply, $1.85; 3 ply, $2.20.

Everlastic, 1 ply, $1.70; 2 ply, $2.05; 3 ply, $2.40.

Panamoid, 1 ply, $1.50; 2 ply, $1.85; 3 ply, $2.20.

F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles	
4 shingles in one, per sq.	6 00
Everlastic red or green, mineral surface, sq.. 36" wide..	2 85
Do., 18 wide	3 30
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 and 10 gal. cans	0 85
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net,	per doz.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS. Hand

Disston, D.8, 26 in., $31 25 doz.

SCALES

Champion ... ... List, less 10%

4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.

Stamping extra.

F.O.B. Toronto, Montreal, Hamilton.

SCREWS—

Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, F. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H., bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55 %
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench

No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.

No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ⅛ and 5-16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner, 21 50
Do., No. 23, 3 burner .. 26 00
Do., No. 24, 4 burner, .. 34 00
Perfection No. 32, 2-burner $21.50
Perfection No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves $8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings,
cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude. bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in.
per 100 ft. $10 00
Storm King Flat, No. 60,
List less 20-10%
Safety Flat, No. 60,
List less 20-10%
Reliable No. 1 and 2
20 cents per ft., less 20-10%
Round Trolley No. 1918,
20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .1. 17 70 18 in. ... 36 50
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 18½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only)
Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work - Standard..45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, ½ lb. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS

No. 371

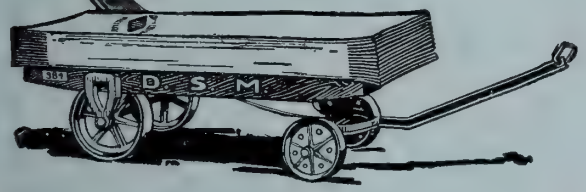
LOTS OF BUSINESS

You bet your sweet life there'll be lots of it this fall. If you're a bit pessimistic take a day off the end of August and visit the Canadian National Exhibition at Toronto. You'll see people by the ten thousands—happy, snappy, well-dressed and freely spending money. The same people will spend just as freely for repairs to roofs, troughs, conductor pipes, furnace pipes and all the hundred and one uses of

"Premier" Galvanized Steel Sheets

Be the boy on the job—order from your jobber now and be sure of deliveries.

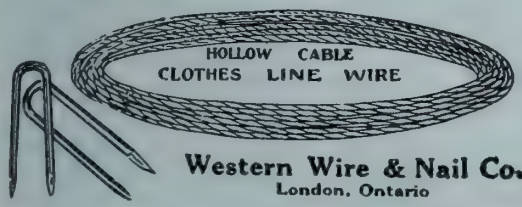
TINKER TOM



MADE IN PREMIER CANADA

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

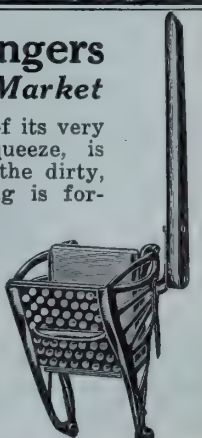
OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

White Mop Wringers
Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**



WHITE MOP WRINGER CO
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb. bbls. .. 0 07 0 07
Less quantities . 0 10 0 10

COLORS (DRY) per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06 08
Do., less quantities 10 12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10 12
Imp. green, 100 lb. kegs... 0 17
Chrome green C. P. 35 40
Chrome yellow 20 40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg.... 08 18
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright.. 06 08
Do., No. 1 ... ... 04 05½
Drop black, pure dry 21-27
Golden ochre, 100-lb kegs .. 06
White ochre, 100-lb. keg 06
Do., barrels 0 05
Yellow ochre, barrels.... 04 06
French ochre, bbls. 06 08
Spruce ochre, 100-lb. keg.. 06-06
red oxide bbls. ..... 0 0.
Vermillion, American 0 35
English vermillion 1 85
F.O.B. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ....$ 4 00
Ad-el-ite, tints, gal. 8 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Sigwriters' black, pure .. 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 36
F.O.B. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .. ..$ 7 53
Vitralite 7 87
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 27
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 7 10
Luxeberry 6 85
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues. 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal, less 15%.
Toronto and London, Less 10 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots.
Less than ton lots are 85c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. .....$	7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P. .....$	3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors ...	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white ..	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white..	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint .	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall. white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white ..	3 60
Do., color	3 45
Jamieson's Crown Anchor ..	3 55
O.P.W. Can. Brand, white ..	3 95
O.P.W. Can. Brand colors .	3 60
O.P.W. Can. Brand, floor...	3 55
O.P.W. Flat Wall, white ..	3 45
O.P.W. Flat Wall, color ...	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white ..	3 55
Ramsay's Dull Tone, colors ..	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white..	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint..	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint ..	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors ...	3 15
Pearcy's Prepared, white ..	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...12	00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN— Per 100 lbs.
G., medium grade ... ...$ 9 25
Water white 11 25

SHELLAC

	Pure White		Pure Orange	
In bbls. . .	4 60	4 90	4 35	4 60
Gal. Jugs	4 85	5 40	4 60	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin ...	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 18
B. H. Maritime Spar 5 23
B. H. Hard Oil 2 57
B. H. Gold Medal 3 28
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Hydrox Spar, Imp. V. 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
C.P.C. Sun Aero Spar 4 60
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 14
Scar-Not S.W... ... ... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 85
Luxeberry granite 5 00
Luxeberry spar 5 72
Ramsay's Universal 3 85
Ramsay's Agate Floor 3 90
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. 3 10
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL Per gal.
In five gallons $1 75
Methylated Spirits 1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per owt., $15.60; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
33 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs.. 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per	dozen
3 16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.15 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.10 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.55 base; Rounds over 2¾ in. to 6 in., $4.85 base; Swedish iron, $8; sleigh-steel, $5.35; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75

FILES

Globe	Discount	60%
Nicholson Gen.	Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs.,	3 75
Mounted on steel frames	7 75

to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in, $16.50.

HORSESHOES

Iron; No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
26 Am. or 26 Eng.	7 50
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 90

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set	$ 1 90
Mrs. Potts' No. 50 set	2 00

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 23
Boiled	$1 26

MACHINES—WASHING

Each

Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 25½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18 x 21, per box, blued, $6.25; 18 x 24, blued, $6.25; 20 x 28, blued, $6.25.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165, x 2½	$2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$6 00
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightening lBades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%: oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., [illegible]; Winnipeg Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

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of Quality"

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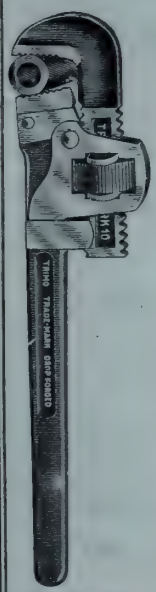

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Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
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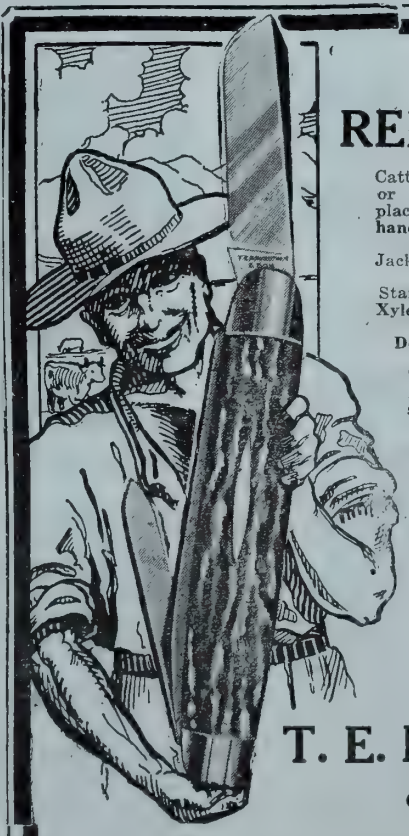

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CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
J. H Hanson Co., Ltd., Montreal, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. R. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

DOORS
Kasement Skreene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Collette Mfg Co., Collingwood.
The United Rovalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co., Montrell, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

FISHING TACKLE
F. J. Thomscon, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd,, Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Boulton, Norwich, Eng.
Boulton & Paul, Limited, Boulton, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited. Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N J
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville Ont
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto, Ont.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

KNIVES, BEET
E. C. Atkins & Co., Hamilton. Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto. Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited. Hamilton
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.
J. H. Hanson Co., Ltd., Montreal.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara eMtal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont
Henry Disston & Sons, Limied, Toronto

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg, Man.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.

J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E Meyers & Bro., Ashland, Ohio
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S F Bowser Company, Ltd., Toronto, Can

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal, Que.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England
A. Macfarlane & Co., Limited, Montreal, Que
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
H. W. Cooey Arms Machine Co. Toronto Ont.
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto, Ont.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal. Que

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SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
Allcock, Laight & Westwood, Ltd., Toronto.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelyhia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N. Y.
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co., of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins, & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O.
J. H. Hanson Co., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Hanson & Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WELL-KNOWN PAINT AND VARNISH MANufacturing company requires a good salesman for a good territory in Ontario. This is a first-class opening for the right man. Apply giving complete details regarding qualification to G. D. Davis, Hardware and Metal.

HARDWARE TRAVELLER, EXPERIENCED, wanted for province of Ontario for hardware and House Furnishing Specialties. Well-established wholesale house. Man with good connection preferred. State fully experience. Box No. 27, Hardware & Metal.

HARDWARE MANAGER WANTED AT ONCE. Must be thoroughly posted in Hardware and House furnishing specialties, and capable of looking after credits and the creating of new business for a well established wholesale house in Toronto. A good position awaits the right man. Give full particulars of past business experience which will be treated confidentially. Box No. 28, Hardware and Metal.

WANTED: Traveller to call on wholesale hardware trade.

Canadian distributors selling wholesale trade only want live wire to sell complete line European cutlery, tools, skates, etc. in Ontario. Non competing lines permitted. Only those having established connection need apply. Splendid opportunity. Replies confidential. Box 54, Hardware and Metal, 128 Bleury Street, Montreal.

FOR SALE

HARDWARE STOCK, ABOUT SEVEN THOUSand, located in Western Ontario. Ill health forces me to sell. Box 18, Hardware and Metal.

STOVE AND FURNACE REPAIRS. FIRE brick, iron linings and grates for Supremes, Acmes, Garlands, Sunlights, Crown Hurons, Marvels, Champions, Huron Red Hots, Pen Esthers, Welcomes, Renowns, Magnet, Souvenirs, Colonists, Arklands. Write for complete list and prices. Grundy Bros., Strathroy, Ont.

FOR SALE—IMPERIAL POLARINE, THIRTY Bbls. and twenty five half bbls. Seventy cents gallon, sales tax paid. Light and Heavy grades. Beach Milling Co., Iroquois, Ontario.

FOR SALE—ONE HAM & NOTT COMBINAtion Refrigerator, No. 24 W. E. and Glass Doors. One McClary 4950 Double Oven Army Range with H Shelf and straight water front. Above items suitable for restaurant or cafeteria use. Both in good condition. Communicate with Oneida Community, Ltd., Purchasing Dept., Niagara Falls, Ontario.

AN OLD AND WELL ESTABLISHED HARDware and paint business in one of the best sections of West Toronto—and growing. Applicant must be financially able to handle stock and fixtures—can be reduced to fifteen thousand. Address Box 175, Hardware and Metal.

SITUATIONS WANTED

BY EXPERIENCED HARDWARE MAN AS salesman or stock-keeper or would consider position on road. Box 102, Hardware and Metal.

HARDWARE SALESMAN, 26, TEN YEARS' thorough experience, wants position as head clerk or manager, in retail hardware store. Box 101, Hardware and Metal.

HARDWARE CLERK—SEVEN YEARS' REtail and wholesale experience wants position with retail firm. Box 38, Hardware and Metal.

WANTED

RETAIL HARDWARE BUSINESS WANTED in Ontario, town or city. Give full particulars. Confidential. Box 37, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

MANUFACTURERS' AGENTS

WHOLESALE JOBBER CALLING ON HARDware, garages, electricians, painters, etc. Winnipeg and suburbs, open for one or two lines. Apply Hardware and Metal, Box 203.

Valuable Manufacturing Plant for Sale

The Thompson Machinery Company, Grand Bay, N. B., located on line of Canadian Pacific Railway, and situated a few miles from St. John, N. B., is now offered for sale by Tender.

Tenders will be received up to Tuesday, the 15th of August, and must be addressed to the Thompson Machinery Company, c/o Thos. Bell, Pugsley Building, St. John, N. B.

The land west of the main highway (90 acres, more or less), together with the plant, including machine shop, foundry, out buildings and stock manufactured and unmanufactured, and houses thereon for employees, may be sold en bloc, as a going concern, or separate Tenders will be considered for the whole, or for any portion of the machinery, or stocks of materials on hand.

Separate Tenders will be received for the unsold land east of the highway, now laid out in lots for summer cottages and containing about ten acres, more or less.

The plant is complete for making Blowers, Drilling Machines, Forges, Mitre Boxes, and like goods, for which there is a ready sale.

A list of all machinery and stock can be seen by applying to office of Thos. Bell, Pugsley Building, and any other information that may be required by tenderers.

Saint John, N. B., July 31st, 1922.

No. 71 Fire Pot. List Price Each $27.20. Ask for Discount.

The Answer to Your Fire Pot Problem

Over 60 per cent. of all Burner troubles are caused by the old style sharp pointed Needle which quickly enlarges the gas orifice. No. 71 Fire Pot has **Improved Double Blunt Needle Burner** which outlasts two ordinary Burners. Upper cleans, lower regulates. It burns gasoline or kerosene, producing 300 degrees more heat and is noiseless, smokeless and odorless. Jobbers supply at factory prices. Catalogue free.

Clayton & Lambert Mfg. Co.

10615 Knodell Ave., Detroit, Mich., U.S.A.

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

If interested tear out this page and place with letters to be answered

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario : WHITES LIMITED, Collingwood

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by

T. I. THOMSON LTD., Owen Sound, On

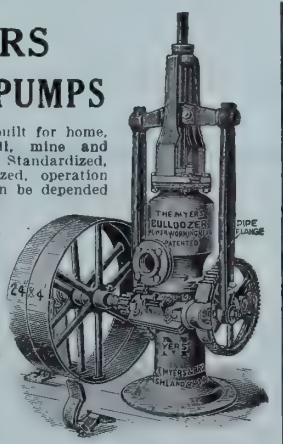
MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.

ASHLAND, OHIO



Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

ELECTRO-CASTINGS LIMITED

Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario : WHITES LIMITED, Collingwood

Subscription price for HARDWARE AND METAL is $4.00 per year or less than eight cents per issue.

Double your Sales with NORTHLAND SKIS

Northland Ski Manufacturing Co. Northland Ski St. Paul, Minn. U.S.A.

Made by the largest manufacturers of skis in the world. Used and recommended by the most expert skiing enthusiasts. Be prepared for the coming winter's great demand. **Mail your order to-day.**

NORTHLAND SKI MFG. CO.

23 Merriam Park **St. Paul, Minn.**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

If interested tear out this page and place with letters to be answered

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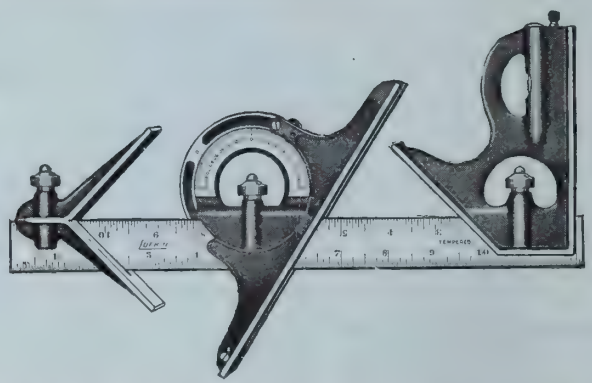
LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE

LUFKIN

MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

When CANADIAN HARDWARE BUYERS Consult the thirty-fourth Annual Fall Buying and Directory Number During the Fall and Winter Months Will They Find Your Message There?

Read and re-read by the largest buyers of hardware in Canada. These men will purchase over $83,500,000.00 worth of goods in the next 6 months.

WHAT IS IT?

34th Annual Fall Buying and Directory Number of HARDWARE AND METAL. An Annual Buyers' Guide that is used extensively during the Fall and Winter months by buyers representing over 95% of the hardware purchasing power in Canada.

WHERE DOES IT GO?

It goes by paid invitation to every wholesale hardware company in Canada, over 90% of the hardware merchants rated in Dun's and Bradstreet's; 900 hardware sections of department or general stores.

WHEN DOES IT GO?

Date of Issue is August 19. Reaches the trade at a time when many of the most important orders for Fall and Winter trade are about to be placed.

WHO USES SPACE IN IT?

Manufacturers and wholesalers of heavy and shelf hardware, builders supplies, tools, paints and varnishes, iron and steel, guns and ammunition, stoves and furnaces, electrical goods, household labor saving devices, automobile accessories, oils and greases, cutlery, toys, and a wide range of other lines which are sold extensively by the hardware trade in Canada.

WHAT CAN YOU SAY?

You can solicit the Fall and Winter orders of the Canadian hardware trade. You can illustrate and describe lines which you have for sale to the hardware trade. You can give the names of distributors of your products in Canada. You can assist your present jobbers by featuring your products to the hardware trade, and giving a list of jobbers from whom your goods may be secured. You can feature any new lines which you have brought out during recent months. You can supply the retail clerks with useful selling points regarding your products—and the clerks will pass these points on to the buying public. You can place your house and your products before, practically, the entire hardware trade of the Dominion, thus showing Canadian hardwaremen that you desire their good-will, co-operation and business.

WHEN SHOULD YOU RESERVE SPACE?

Right Now. Write us a letter at once instructing us to reserve space for you. Last forms close August 16. Our Advertising Service Department will co-operate with you, without additional cost, in the preparation of suitable copy for the Canadian hardware trade.

We have specialized on "Publicity To the Canadian Hardware Trade for 34 Years." This is the last call for the 34th Annual Fall Buying and Directory Number. He who hesitates now, misses the most important "Hardware Buyers' Guide of the Year." Address your order, copy, and cuts to

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

Remington

The Remington 20 Gauge

Model 17 Repeating Shotgun

This very light graceful, rapid fire, hard shooting repeater, presents the dealer with a fine opportunity for increased profits.

Every sportsman, every farmer, every farmer's son; *everybody who already has a gun* is a likely customer for this new Remington Hammerless repeating shotgun which has been developed to meet the growing demand for a very light small gauge gun of this type.

Specifications: **Action**—very easy pump action. **Barrel**—Remington steel, 26 or 28 inches. **Take down**—very simple, no tools needed. **Safety**—cross bolt type. **Weight**—5½ to 5¾ lbs. **Chambering**—takes 2¾-inch shells. **Magazine**—holds 4 shells.

The New Remington gun loads enable you to give your customer the exact load for the game he is going after.

24 Special Loads in 12, 16 and 20 gauge practically designed and scientifically made for best results in shot gun shooting.

Stocks at All Jobbers

Remington Arms Company, Inc.

Cunard Building 25 Broadway New York City

Remington UMC of Canada, Limited

34th ANNUAL FALL NUMBER

Hardware and Metal

Published every Saturday
1888
Single Copies 30 c.
Vol. XXXIV. No. 33
MAGLE PUBLICATION
AUGUST 19th, 1922

Mr. SMP

Copyright, Canada, 1922, by The S.M.P. Co., of Canada, Limited.

What Can We Do To Help You?

Mr. SMP

Copyright, Canada, 1922, by The S.M.P. Co., of Canada, Limited.

Powerful advertising is creating a fine demand all over Canada for Diamond Ware and Pearl Ware. It is also broadening the market for all goods carrying the SMP Shield trade mark. If you have tied up to this campaign you have felt results in bigger turnover and larger profits in SMP goods.

If you haven't made any effort to tie up to this campaign, now is the time. Look over this list of free "dealer helps" and let us know what you need to help you.

(a) Twenty-six cuts of most popular utensils for use in your local advertising.

(b) Diamond Ware Window Trim; three back panels, twelve small cut-out figures, packed in carton.

(c) Pearl Ware Window Trim; three back panels, twelve small cut-out figures, packed in carton.

(d) Diamond Ware Window Trim, packed in carton; three back panels, eight small cards each to hold specified article.

(e) Pearl Ware Window Trim, packed in carton; three back panels, eight small cards each to hold specified article.

(f) Two Diamond Ware Window Cards.

(g) Two Pearl Ware Window Cards.

(h) Booklet: a Manual of Selling Points—"Helping You to Make More Money." Every hardware merchant should read this book.

(i) Price tags: 100 free to every merchant handling SMP Wares.

(j) Marking pencils for marking Diamond Ware or Pearl Ware.

(k) Giant ads to hang in window or store interior.

(l) Window transfers, shape of SMP shield — "SMP Quality Goods Sold Here."

Use your local paper to advertise, dress your windows frequently, and in every way possible spread the word that you handle SMP Wares. You'll find it well worth the effort.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

RICE LEWIS & SON,

LIMITED

"The House of the Padlock"

HEADQUARTERS FOR THE BEST FALL SUPPLIES

Ash Sifters, Furnace Scoops, Cow Ties, Lanterns, Lamp Glasses, Weather Strip, Electric Heaters and Appliances, Skates, Hockey Sticks, and all lines for Winter Sports, Hunters' Supplies, Ammunition, Traps, Flashlights, Tents, Camp Stoves, etc.

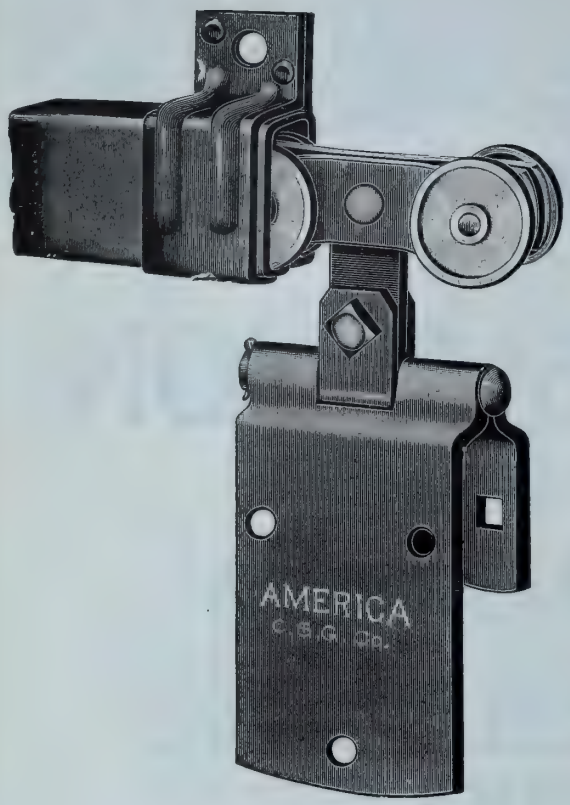
On this the commencement of the Fall Buying Season let us suggest that you size up the situation carefully. Make sure that your stocks are complete in every detail to cope with the demands of your customers, who will undoubtedly be in the market for all kinds of hardware.

Our stocks are very complete and we are prepared to handle all orders promptly.

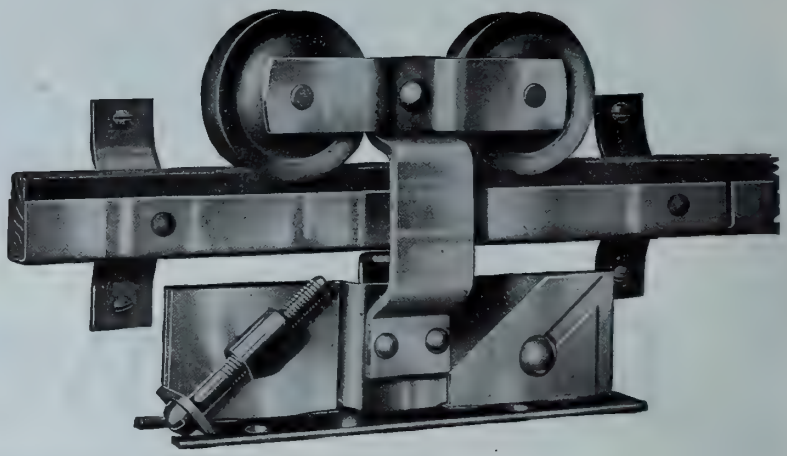
Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

If interested tear out this page and place with letters to be answered



America Hanger



Hatch Parlor Door Hanger

Every One A

Great West Hanger

On these pages we illustrate a few articles of the wide range of Canada Steel Goods Company products, that are "Made in Canada" for Canadian hardware men to supply the exacting requirements of the Canadian people.

C.S.G. Co. products are not in the experimental stage. Every article has a tried and proven record of satisfaction to the seller and the user.

In Hangers, there is a suitable C.S.G. Co. product for every kind of a door on which a hanger can be used.

Canada Steel Goods

Hamilton -

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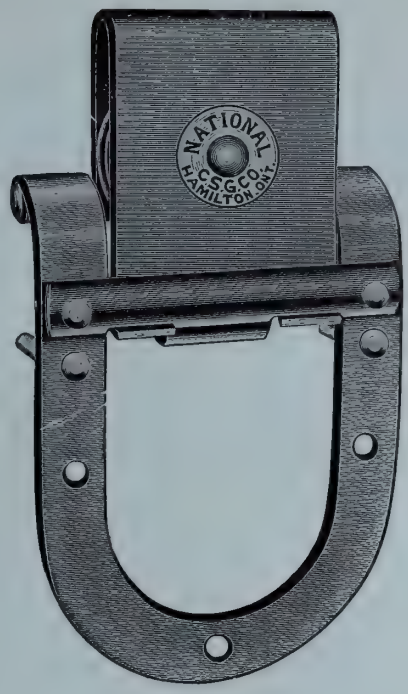
Hatch Hanger



National Hanger

Canada Hanger

Leader In Its Field

In Hinges the C.S.G. Co. line is unexcelled in design, finish or working qualities.

The 915 "Safe'y Hasp" is the acme of perfection in a product of this kind. In garage hardware the C.S.G. Co. line meets every requirement of the motorist with special regard to the seasonal changes in the Canadian climate.

The C.S.G. Co. line is a practical line, that brings trade to your doors and provides a good profit for you.

C.S.G. Co. goods can be sold the year round. They are all conveniently packed. We suggest that you consult our catalog frequently. You will find many lines that will prove steady sellers, if you show them to your customers.

Hatch Garage Outfit

Company, Limited

- Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

A TIME TO THINK

Just about this time of year the matter of Lawn Mowers for next season is a problem that must be settled.

Please pause for a moment and consider that the SMART MOWERS have been giving satisfaction for over two generations in every country of the world.

It surely pays better to handle a known line of Lawn Mowers backed by a service organization such as the SMART people at Brockville maintain.

The Mowers the Neighbors want to borrow

GREAT CANADIAN

BLUEBIRD
REDWING
1,000 ISLANDS
WHIPPET

JAMES SMART PLANT

BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

Heinisch Quality Shears and Scissors Sell Rapidly From This Plush Tray

Goods of the **best quality** are the first requirement for a profitable cutlery business — and next in importance is an attractive method of display.

For the past 100 years, Heinisch Shears and Scissors have held **first place** for perfect workmanship, durability and splendid finish — and this display tray exhibits them in a way that gets business.

This assortment (suitable for a small retailer) contains two each, of twelve leading patterns—one pair of each being mounted on the plush covered tray. These trays are detachable and can be placed in front of a customer to facilitate selection.

Write for details of our attractive proposition for dealers.

R. HEINISCH SONS WORKS

Established 1825 **Newark, N. J.**

If interested tear out this page and place with letters to be answered

Are You the Leading Merchant in Your Town?

Call on the best hardware merchant in practically any town in Canada

There is more than an even chance you will find he sells Plymouth Rope.

Why?

Are you the leading merchant in your town?

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., Limited
Toronto, Canada Canadian Sales Agents

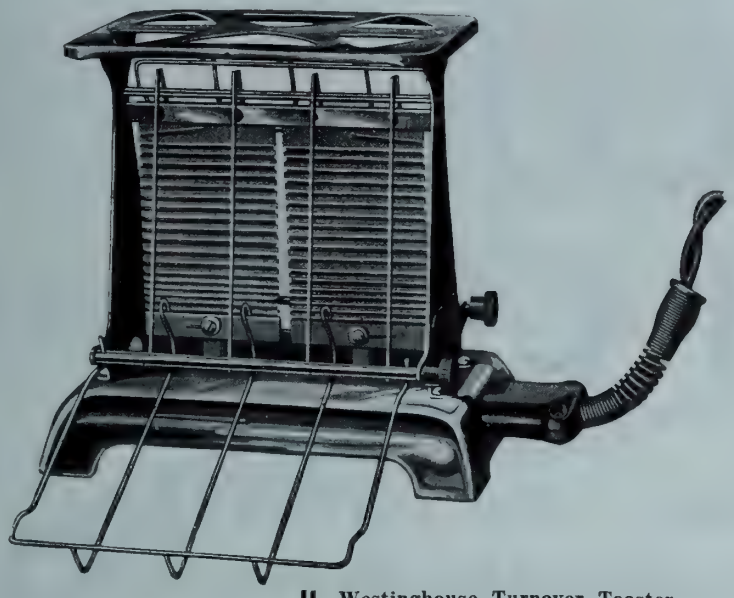
Since 1916 all Plymouth Rope $\frac{1}{16}$" in diameter and larger, has contained a twisted paper marker, identifying it as Plymouth Rope.

5-116

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered

Westinghouse



Westinghouse Turnover Toaster

The Turnover Toaster Is Always In Demand

Toast is an important part of breakfast in practically every home. The Turnover Toaster takes all the trouble out of making toast, and makes better toast. Show your customers how it turns the toast at a turn of the knob.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Nova Scotia Bldg.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.

Repair Shops :
VANCOUVER—1090 Mainland St.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd. Ave., E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered

When You Order Sash Cord Always Specify

"HERCULES" SASH CORD

Made in Canada—and carried by wholesalers throughout the Dominion. "Hercules" brand has proved its worth for over twenty-five years.

The Hamilton Cotton Company, Limited, Hamilton, Ontario

If interested tear out this page and place with letters to be answered

M. R. M. CO.

WROUGHT PIPE

COUPLINGS AND NIPPLES

Do away with experiments when buying wrought pipe. Insist on Pipe that is rigidly tested, specify

M. R. M. PIPE

Each length is tested to withstand a pressure of 600 pounds per square inch.

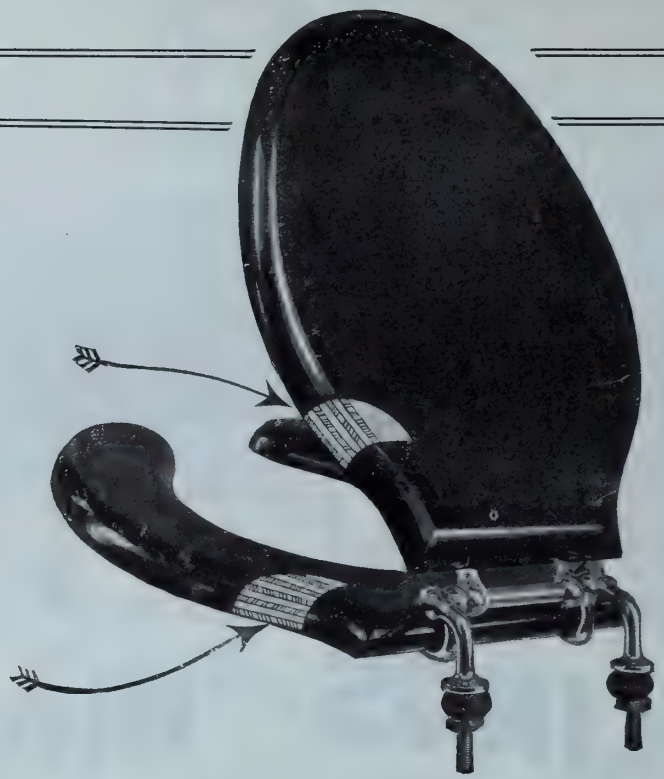
BLACK and GALVANIZED

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

Ball Top



Crown

AT LAST A SEAT THAT WILL NOT BREAK

"THE EVERLASTING TOILET SEAT"

MADE IN CANADA

Our toilet seats are made of 7 pieces 1/7" veneer put up with our own waterproof cement. Each piece of veneer is full size laid cross wise to each other. This is recognized as the most modern method of building lumber when strength is necessary. It is the same as used for the motor board in the construction of aeroplanes to-day and the wooden part of our seats is fully guaranteed not to split, break nor come apart. If for any reason the seat goes wrong we will replace it free of charge.

7-PLY SEATS

Our 7-ply seats are equalling in thickness the one-inch lumber seat but are far superior in strength and are made to meet the demand of a really good seat at a low price. These seats are put up in paper bags and carefully crated.

9-PLY SEATS

Our 9-ply seat, equalling in thickness to one and a quarter inch lumber seat, is recognized as the strongest seat on the market to-day. It is surely the best value that money can buy though our prices are very moderate. The finish on these seats is of the best quality, and will favorably compare with any other seat. These seats are put up in individual boxes and crated carefully and the prices are not higher than any good seat on the market.

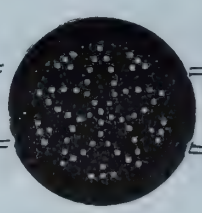
Canadian Veneering Company

Incorporated

Acton Vale, Quebec, Canada

"Just compare ours with any other make. You'll be convinced."

Local



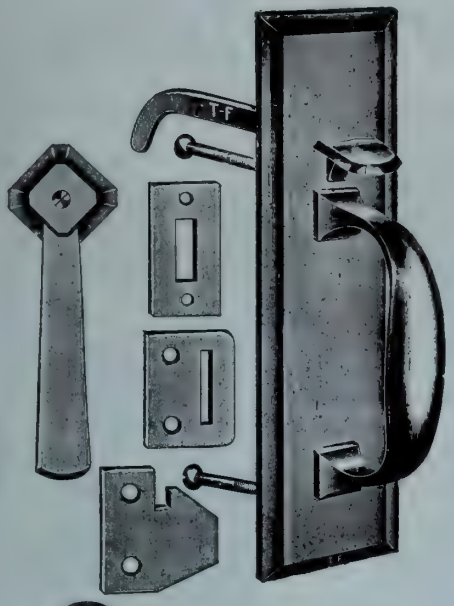
Round

Square

If interested tear out this page and place with letters to be answered

DOOR HARDWARE

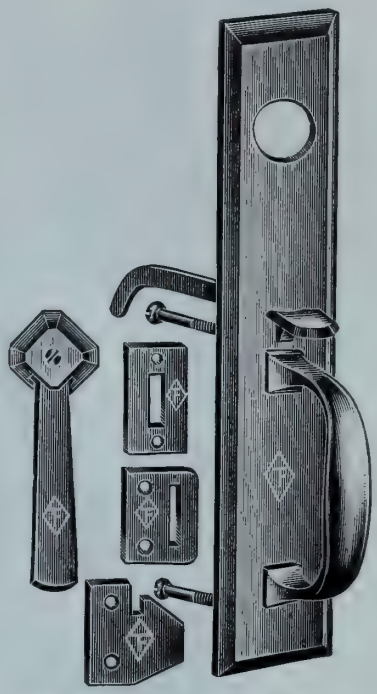
The "T.F." Catalogue features all types of Door Hardware as well as Builders' Hardware in great variety. Should your jobber not carry the Taylor-Forbes line write us and we will have your enquiry promptly attended to.



STORE DOOR LATCHES

—MADE IN SOLID BRASS

—SUPPLIED IN ANY FINISH



Door Stop, Easy to put and very strong.

Wrought Steel Foot Bolts.

Wrought Metal Door Holder

Wrought Steel Chain Bolts

Bevel Wrought Steel Barrel Bolts

Door Stop, Elbow Pattern

— Manufactured By —

TAYLOR-FORBES COMPANY LIMITED

Head Office and Works

GUELPH, ONT.

TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

If interested tear out this page and place with letters to be answered

DOMSTEEL

NAIL KEGS

will stand abuse

Drop them–Bump them–

give them any kind of abuse you can think of. You will find that "Domsteel" Nail Kegs withstand the roughest kind of handling in transportation—in the warehouse or in the store. There is no danger of their breaking open and spilling the contents.

It's the steel cleat and rim that give "Domsteel" Nail Kegs their added strength. Just a little feature developed by "Domsteel" to improve the handling and stocking of nails—a feature which all hardware dealers will appreciate. Specify "Domsteel"—the perfect nails in the perfect kegs.

A Perfect Nail and a Perfect Keg

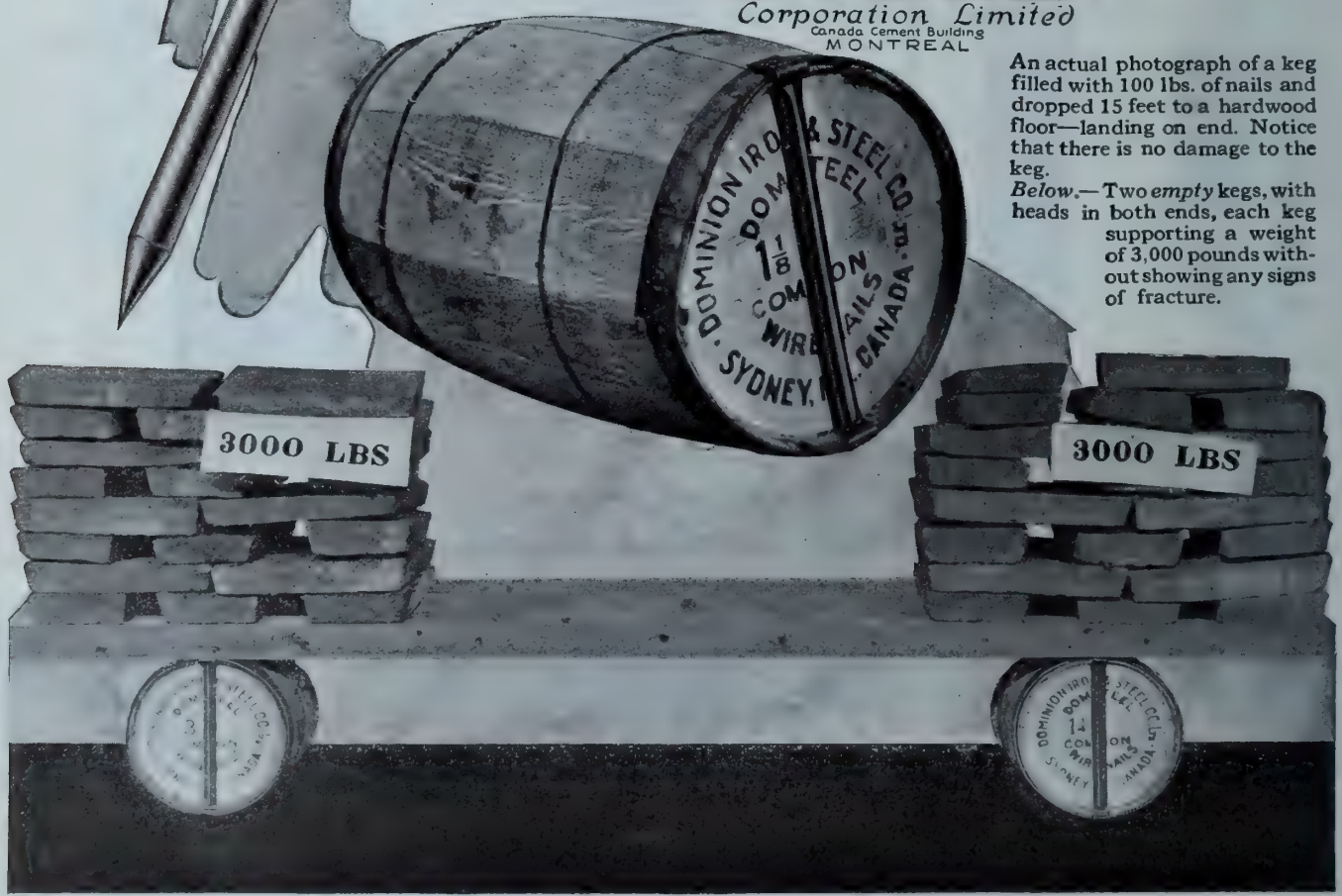
Stocked at Sydney, St. John, Montreal, and ready for immediate shipment.

DOMINION IRON & STEEL COMPANY, LIMITED

Controlled by

British Empire STEEL Corporation Limited

Canada Cement Building
MONTREAL



An actual photograph of a keg filled with 100 lbs. of nails and dropped 15 feet to a hardwood floor—landing on end. Notice that there is no damage to the keg.

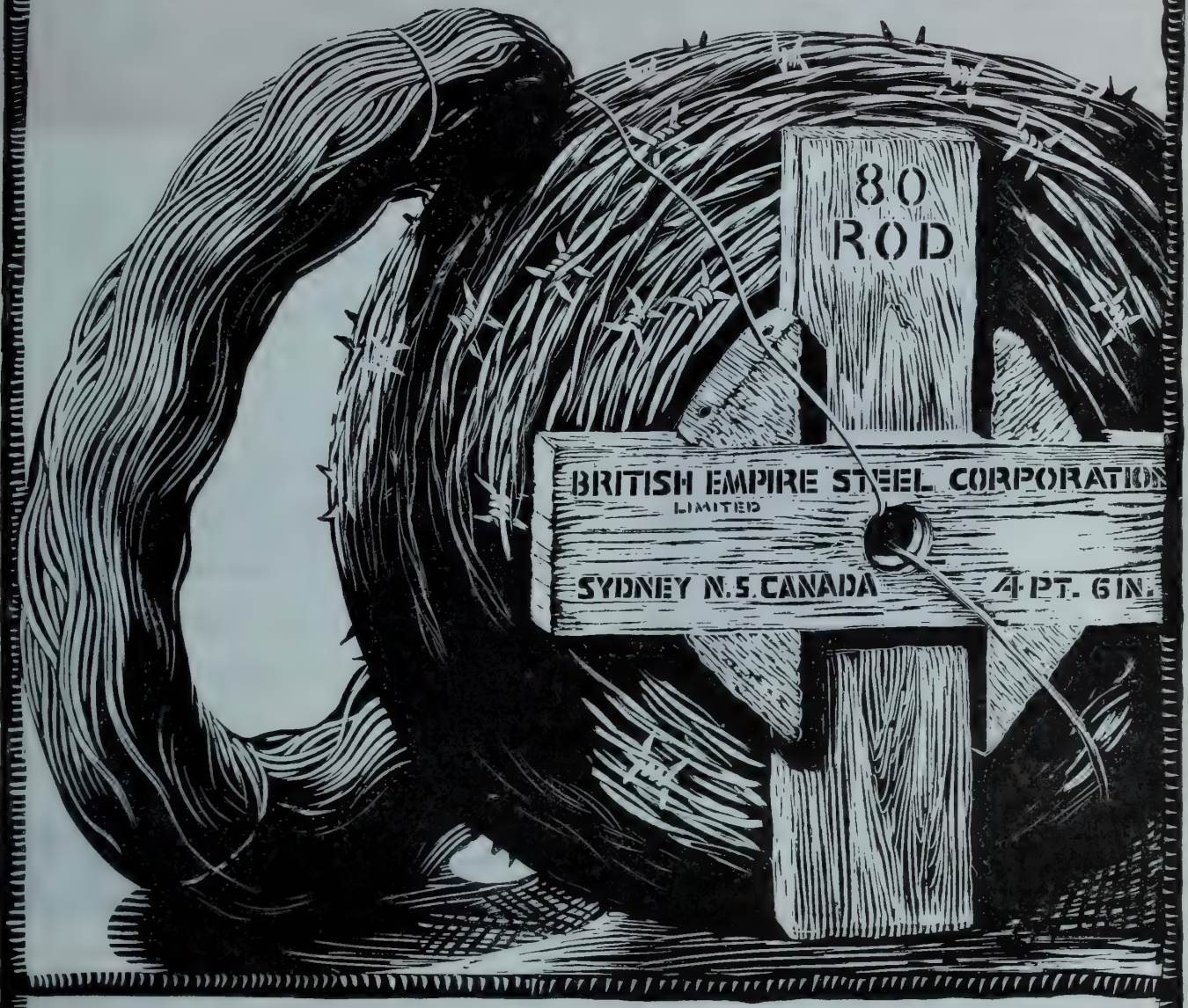
Below.—Two *empty* kegs, with heads in both ends, each keg supporting a weight of 3,000 pounds without showing any signs of fracture.

If interested tear out this page and place with letters to be answered

DOMSTEEL WIRE

We manufacture all the standard types of Galvanized Barb, Galvanized Twist, and Galvanized Coil Spring Fencing Wire

From Ore to Finished Product --- All Within the Empire.



DOMINION IRON & STEEL COMPANY, LIMITED

A Unit of

The British Empire Steel Corporation, Limited

CANADA CEMENT BUILDING, MONTREAL

WESTERN AGENTS: BISSETT & WEBB, LIMITED, WINNIPEG

If interested tear out this page and place with letters to be answered

Easy to Handle

GARAGE DO

More Slater Garage Door Sets sold during 1922 than last year. People are becoming thoroughly sold on sliding doors for garages. The only way it will become universally good building practice is for Canadian dealers and contractors to advocate exclusive use of garage door sets, just as unquestionably as parlor doors are hung on parlor door hangers.

Hanger used in Slater 145 Simplex Garage Set

N. SLATER

Hamilton,

Western Representatives

N. J. Dineen, Winnipeg
A. T. Chambers, Vancouver

If interested tear out this page and place with letters to be answered

Easy to Sell - -

OR HANGERS

We have made improvements in our garage door sets. We are prepared to ship sets operating on single track or square track and made to suit the most exacting. Packed in complete sets including full length track hanger, tower bolt, draw bolt, bow handle, butt hinges and all necessary screws—A neat set to sell and a satisfactory set to use, either inside or out—larger or smaller openings.

End view of new improved square track

COMPANY

Canada

Eastern Representatives

T. Mortimer & Co., Toronto
H. E. O. Bull, Montreal

If interested tear out this page and place with letters to be answered

SOME NEW PATTERNS OF
I.XL Pocket Knives
Which You Should Have in Stock

B-3. Two Blades, Black.
B-3T. One Blade, Leather Borer.

B-35. Pearl, length 3 in.

B-148. Stag, length 3¼ in.

B-4. Black, length 3½ in.
B-4½. Black, Name Plate, 3½ in.
B-6. Black, Name Plate, Iron Lined.
B-8. Black, Name Plate, Brass Lined.

B-55. Pearl, length 3⅜ in.
B-55¾. Black, length 3⅜ in.
B-54. Ivory, length 3⅜ in.
B-53½. Tortoiseshell, length 3⅜ in.
B-53. Stag, length 3⅜ in.
B-54½. Imitation Pearl, length 3⅜ in.

B-34¾. Stag, length 2¾ in.
B-39. Black, length 2¾ in.
B-39½. Tortoiseshell, length 2¾ in.
B-31½. Ivory, length 2¾ in.
B-31¾. Pearl, length 2¾ in.

B-46½. Black, length 3⅜ in.
B-46. Ivory, length 3⅜ in.
B-45¾. Tortoiseshell, length 3⅜ in.
B-45½. Imitation Pearl.
B-45. Stag.
B-103. Pearl.
B-52. Crossoar.

B-153. Ivory, length 3¼ in.
B-149. Pearl, length 3¼ in.
B-150. Tortoiseshell, length 3¼ in.
B-148. Stag, length 3¼ in.
B-147. Black, length 3¼ in.

B-62½. Spear and Clip, Stag, length 3⅝ in.
B-62¾. Clip and Long Constrator, Stag, length 3⅝ in.

B-10. Black, Brass Lined, length 3⅝ in.
B-10½. Black, Iron Lined, length 3⅝ in.

B-37¾. Tortoise, length 3 in.
B-37F. Black, length 3 in.
B-37X. Ivory, length 3 in.
B-37½. Imitation Pearl, length 3 in.
B-36½. Stag, length 3 in.
B-37. Pearl.

B-155. Stag, length 3⅝ in. Strong Spear and two Pen Blades.

Stocked By All Leading Jobbing Houses

MANUFACTURED BY

GEO. WOSTENHOLM & SON, Ltd.

SHEFFIELD - - ENGLAND

A. MACFARLANE & CO., LTD., Montreal, Canadian Representatives.

There is a Jones Shovel for Every Use——

Shovels

Snow Shovels

Scoops

Spades

Furnace Scoops

Drainers

An attractive display of Jones Quality Shovels
A display like this will stimulate your shovel sales

Jones shovels, whether they bear the **Olds, Crescent, Star** or **Jones** label are guaranteed to be **the utmost in perfect shovel making**. 70 years of shovel making stands behind this guarantee, which enables you to recommend them for the most trying uses.

To ensure a successful fall season in the sale of shovels, be sure you carry a complete stock. Display them well, they will attract business to your store.

The D. F. Jones Mfg. Co., Limited

Gananoque - Ontario

Established 1852

If interested tear out this page and place with letters to be answered

Announcing

two beautiful
new patterns

WE TAKE pleasure in presenting two new patterns in our well-known medium-priced flatware—Rogers 1881 brand.

The Salem and Essex patterns are worthy of being used for the best quality of flatware, representing, as they do, in the highest degree the characteristics of design most acceptable to the discriminating buyers of flatware.

There is now a very considerable sale for medium-priced flatware, especially for a quality as well-known as our "Rogers 1881" brand, and with these two new patterns, the jeweller will be in the favorable position of being able to offer an assured quality with a choice of distinctive patterns.

List prices are the same as other patterns in "1881" quality

CANADIAN WM. A. ROGERS
LIMITED

OFFICE AND FACTORY—570 King St. West.
DOWNTOWN SHOWROOMS—Kent Building.
TORONTO

If interested tear out this page and place with letters to be answered

Aero

Sash Cord

The Cordage with a Heart

is the only truly weather—rot—and stretch proof cordage made. It is superior in tensile strength and durability.

AERO Cordage is made by covering a special twisted fibre core with braided, multiple plies of cotton under high tension.

AERO Cordage is weather proofed—it is the best for sash cord, clothes lines, signal cord, tow lines, anchor cables, bell cord, whistle cord, trolley cord, awning cord, etc.

Put up in hanks and coils.

Aero Clothes Line Pulleys are made of wood—are self-lubricating and work smoothly and noiselessly.

They are weather proofed to repel moisture—they will not freeze up. The large axle and bearings make

AERO Pulleys capable of carrying heavier loads than any others—and the space between the groove and guard allows the knots to pass freely. Made in two sizes 2¾ in. and 6 in.

Order from your jobber.

The Aero Mfg. Co., Limited

Lennoxville **Quebec**

WESTERN AGENTS:

The H. L. Perry Co., Limited ***Winnipeg, Man.***

If interested tear out this page and place with letters to be answered

ADD THESE CARBORUNDUM PRODUCTS TO YOUR ACCESSORY STOCK

Carborundum Valve Grinding Compound

IN both the grease-mixed and the water-mixed Carborundum Compound should be carried in stock because there isn't any other compound that cuts so fast, clean and uniform, leaving a true unscored valve. Stock it in handy combination cans and in one and five pound tins.

Carborundum and Aloxite Grinding Wheels

IN every repair shop and garage they need these wheels for regrinding cylinders and pistons, for grinding tools, parts and fittings. Send for stock list of shapes and sizes mostly in demand.

Aloxite Cloth—The Cloth That Cuts

THE garage worker, the car owner, the general mechanic uses Aloxite Cloth for finishing metal of all kinds. It is put up in the Economy rolls of handy widths.
Aloxite Cloth can be sold to any mechanic—anywhere.

DISPLAY THESE PRODUCTS IN YOUR ACCESSORY WINDOWS

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y. U.S.A.

Boston New York Chicago Philadelphia Detroit Cincinnati Pittsburgh
Cleveland Milwaukee Grand Rapids

If interested tear out this page and place with letters to be answered

Here's a Tool That Interests All Your Customers-

You can show it to mechanics, tradesmen, or business men. It's a new tool.

BROWN & SHARPE THICKNESS GAUGE NO. 646

It's made for every man who owns a car. It fills many uses.

Six suggestive and needful places are shown here. Made to be used with six blades: .0015", .002", .003", .004", .006", and .015" in thickness. The blades can be used together or singly and give a variety of measurements up to .0315".

It has an eyelet in one end so you can carry it on a ring or hang it up. It's made with the same careful construction and skilled workmanship that make

BROWN & SHARPE TOOLS

the tools mechanics use—the tools they ask for.

A few of these new tools should be in your stock. Circulars for distribution imprinted on request.

We protect the dealer.

Established in 1833

BROWN & SHARPE MFG. CO.
Providence, R. I., U. S. A.

B·S TRADE MARK

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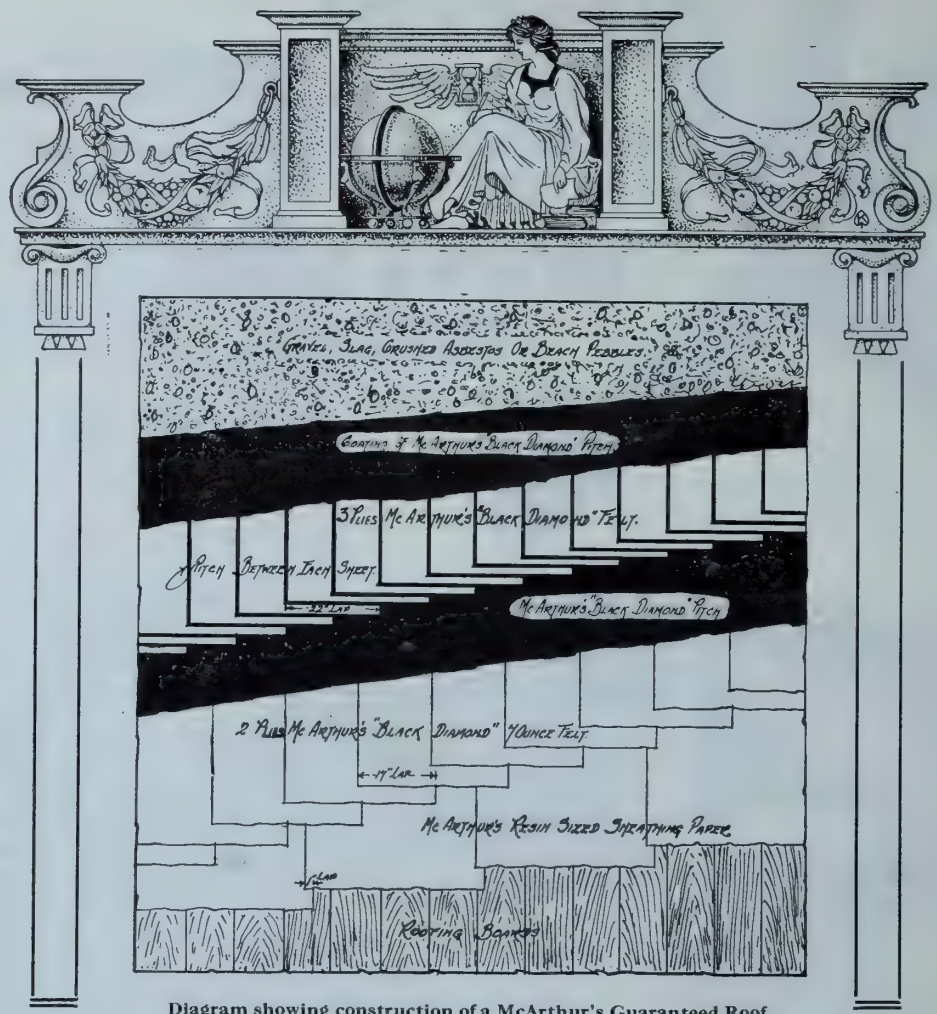


Diagram showing construction of a McArthur's Guaranteed Roof

Black Diamond Brand

Tarred Felt and 2 and 3 Ply Roofing

"Cyclone" Fibre and "Joliette" Sheathing

Wrapping Papers and Specialties

McArthur's Roofing is made to suit Canadian conditions and "stands up" under the extremes of summer heat or winter's cold.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street - Montreal, Canada

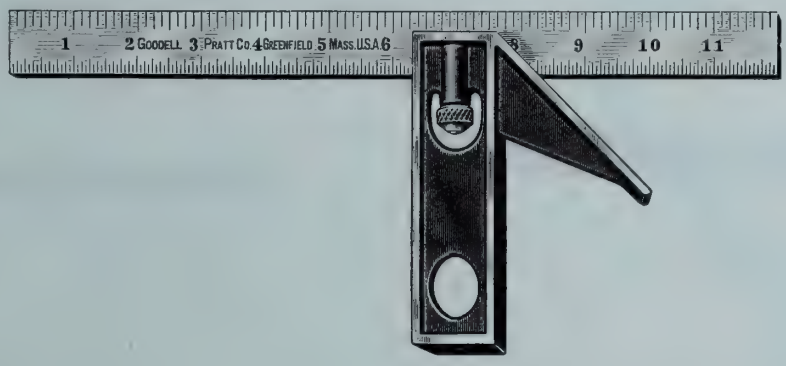
Mills at Joliette, Que.

If interested tear out this page and place with letters to be answered

GOODELL-PRATT

1500 GOOD TOOLS

New No. 707 Carpenters' Combination Square



You can make a snappy leader of this new Carpenters' Combination Square with its heavy 12-inch engine graduated, deeply etched steel blade and nicely balanced beam, listing at only $1.20. Accuracy guaranteed as always.

You can increase the prestige of your Tool Department and simplify your buying by concentrating on the Goodell-Pratt lines.

Automatic Drills
Reciprocating Drills
Hand Drills
Breast Drills
Chain Drills
Bench Drills
Drill Chucks
Bit Braces
Butcher Saws
Butcher Saw Blades
Glass Cutters
Automatic Screw Drivers
Ratchet Screw Drivers
Plain Screw Drivers
Screw Driver Bits
Nail Sets and Countersinks

Punches and Chisels
Wrenches
Automobile Tools
Tap Holders
Hand Vises
Bench Vises
Bench Punches
Bench Shears
Bench Grinders
Polishing Heads
Grinding Heads
Polishing Lathes
Bench Lathes
Floor Scrapers
All-Steel Mitre Boxes
Wood Levels

Aluminum Levels
Bench Levels
Hack Saw Blades
Hack Saw Frames
Steel Rules
Straight Edges
Combination Squares
Combination Sets
Micrometer Calipers
Micrometer Depth Gauges
Inside Micrometer Gauges
Calipers and Dividers
Screw Pitch Gauges
Feeler Gauges
Surface Gauges
Speed Indicators

You can rely on a decided preference for Goodell-Pratt Tools and our hearty co-operation in converting this preference into profits and good-will.

You can count on surprisingly prompt handling of your orders and the details of your account.

You cannot afford to ignore these facts in your fall buying.

If you haven't our No. 14 Tool Book write for it by all means.

GOODELL-PRATT COMPANY, TOOLSMITHS, GREENFIELD, MASS.

If interested tear out this page and place with letters to be answered

THE CELEBRATED SABATIER HAND MADE CUTLERY.

TRUMPET BRAND

PRIZE MEDAL
London 1862

MÉDAILLE D'OR
EXP^ON UN^LE 1878

GOLD MEDAL
Paris 1878

Registered Trade Mark.

No. 1326 Butcher, Hand Forged, Ebony handle
No. 1325 Butcher, Hand Forged, Beech handle
Sizes 5 to 16 inches

1101 Genuine Sabatier, Hand Forged, Ebony handle
1116 Genuine Sabatier, "Chef Special," heavy
Sizes 4 to 16 inches

No. 1328 Sticking, Hand Forged, Ebony handle
No. 1327 Sticking, Hand Forged, Beech handle
Sizes 4 to 7 inches

1102 Slicer, Hand Forged, Ebony handle
Sizes 7 to 13 inches

No. 1333 Household Slicer, Hand Forged, Ebony handle, 9½ inches

1118 Beech Slicer, Hand Forged, Ebony handle
Size 12 to 16 inches

Steel of peculiar excellence; hand forged, hand ground; uniformity of temper; accuracy of grinding.

1330 Skinning, Hand Forged, Ebony handle
1329 Skinning, Hand Forged, Beech handle
Size 5 to 7 inches

Superior materials and best workmanship are the characteristics of the 'TRUMPET' brand.

All knives bearing our registered trade mark "LA TROMPETTE" with the device of a trumpet, are thoroughly guaranteed and dealers are authorized to exchange any defective article branded "LA TROMPETTE."

Cooks' and Butchers' knives are implements which do not suffer mediocrity and you will increase your sales by stocking goods of unchallenged quality. This line of cutlery will be found in all the leading jobbers of the Dominion and United States. Book your order now for first deliveries.

SABATIER Pere & Fils (Ed. 1679)

PARIS—24 Bd. St. Denis - Works at THIERS, France

If interested tear out this page and place with letters to be answered

A New Type Screw Driver

That Works Fast and Sells Fast

MILLERS FALLS Screw Driver No. 64 operates on the principle of a bit brace. You can drive more screws with it, in a given length of time, than you can drive with an old style screw driver.

That funny bend in the blade catches the curiosity of customers. They wonder what it's for and how the tool works. It takes just a minute to show them how to operate it with one hand by inserting the thumb in the bend of the blade. When they try it themselves, they wonder why somebody didn't get up something like it before.

No. 64 Screw Driver—a new Millers Falls tool. Electricians can use it. Any man around the house can use it. It sells on demonstration.

Here are the Specifications

Offset in shank affords firm grip in tightening screw.
Blade is securely fastened into the handle.
Length, over all, 12 inches.
Blade cabinet type. Special screw driver steel.
Polished. Handle, hardwood stained.
Weight (½ dozen) 1¾ lbs.
Packed ½ dozen in pasteboard box.

MILLERS FALLS COMPANY
Millers Falls, Mass.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks.

MILLERS FALLS TOOLS
SINCE 1868

Canadian Sales Agent:
Mr. F. J. MACDONELL
Hamilton, Ontario

"See our exhibit in the Industrial Building, at the Toronto Exhibition."

If interested tear out this page and place with letters to be answered

Luminite House Number
(Actual Size)
Retail price $1.25 each
Packed 10 numbers to the box—1 to 0

Place Your Order—Now

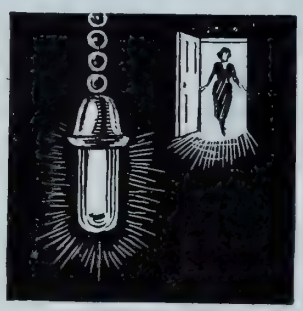
FOR

Luminite Products

Luminite Products fill a long felt want. They point out in the dark—house numbers, electric light pull chains, door bells, wall switches, poison bottles. There is a big demand for Luminite Products. Jobbers and dealers in the States are placing big Fall orders now as our products are necessities and they sell fast.

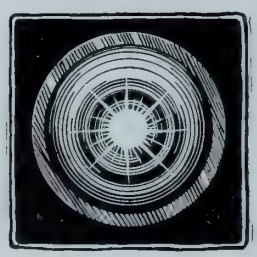
All our products are substantially made and are water and weatherproof.

The Luminite House Number "Glows in the Dark" and can be as easily read in the night as in the broad daylight. Made of molded glass, framed in pure copper and luminosity guaranteed for 5 years. They are big sellers.



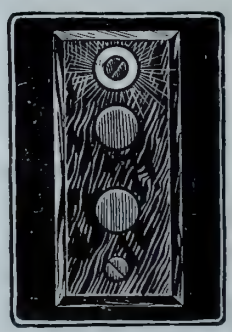
Luminite Pendant
Retail Price 35c Each
1 Doz. on Display Card

Eliminates groping in the dark for the electric light pull chain or key socket. Saves the nerves and shins. Sells on sight. Specify on your order whether you desire the pendant for the chain or key socket.



Luminite Push Button
Retail Price 35c Each
3 Dozen to the Box

are made of crystal and finished on the inside with luminous material; absolutely weather and water proof. Visitors can always find the door bell in the dark without striking a match.



Luminite Locator
Retail Price 35c Each
1 Doz. on Display Card

lights the way in the dark to that ever elusive wall switch. It is attached by removing one of the screws in the wall plate and placing the locator on it as you would a washer, then replacing the screw. It is most practical and attractive.

Luminite Indicator
Retail Price 25c Each
1 Doz. on Display Card

protects against possible fatal error when groping in the dark for a medicine bottle. The indicator is mounted on a pin which can be firmly stuck in any cork.

Send in your order—now and get started on a line that will show you a quick turn over. We are able to make prompt shipment.

We supply sales helps—literature—silent salesmen display cards—electros.

Your customers need Luminite Products. Order them to-day.

Made With Genuine UNDARK Radium Material

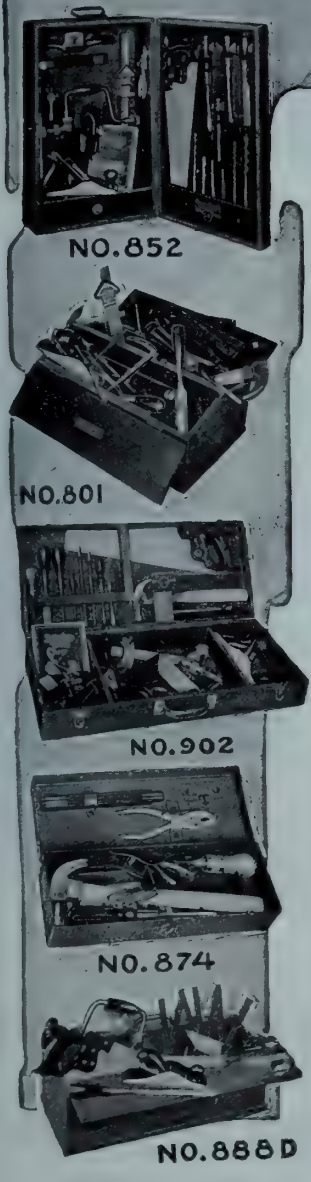
Attractive Discounts to the Trade

The Luminite Corporation

25 SCOTT STREET, NEWARK, N.J., U.S.A.

Luminosity Guaranteed for Five Years

If interested tear out this page and place with letters to be answered



STANLEY

Complete line of

Tool Chests

A wide range of practical carpenters' tools in sets, and in cabinets and boxes of various designs and woods, that will meet every possible desire.

List prices from $6.50 to $95.

The cabinets and boxes are very carefully made of thoroughly seasoned and selected wood, and oil finished.

Now is the logical time to select the stock you will need to meet the demands of fall repair work; winter home work; Xmas gifts, etc.

Send for "Catalog R-14," listing each cabinet or box, and the various practical carpenters' tools in each set.

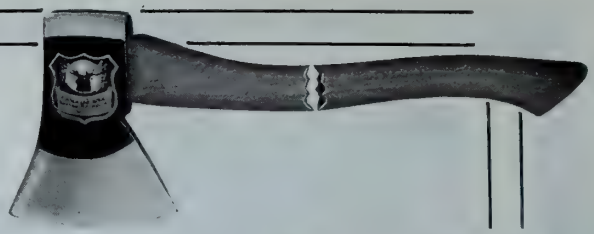
The Stanley Rule and Level Plant

The Stanley Works

New Britain, Conn.

New York Chicago San Francisco Los Angeles Seattle
Manufacturers of Wrought Hardware and Carpenters' Tools

If interested tear out this page and place with letters to be answered



Canada
Axes

Made Under Expert Supervision

Here are shown our Black Knight Chopping Axe, a handled Carpenter's Axe and our Best Axe.

High Grade materials handled by experienced skilful workmen and subject to our rigorous inspection means—

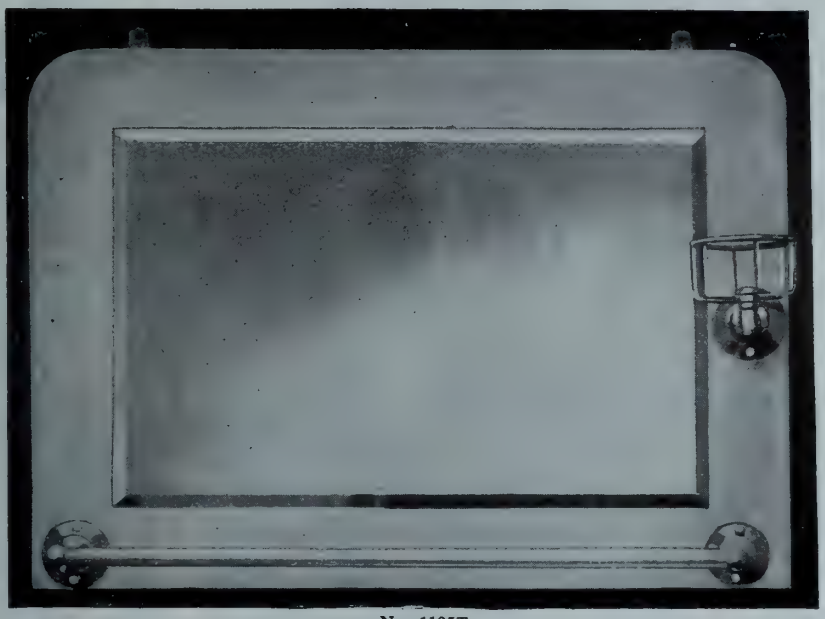
"Canaxe Quality"

The Canada Axe & Harvest Tool Manufacturing Company, Limited

Montreal, Canada

If interested tear out this page and place with letters to be answered

BATHROOM OR TOILET MIRRORS
IN WHITE ENAMEL



No. 1125T

No. 1125 Series—

Frame is 2½ inches wide of fine gloss white enamel on seasoned wood, and fitted plain or bevel mirror plate. Made with or without nickel attachments as illustrated.

No. 1125 — 2½ inch white enamel frame, no attachments, fitted mirror plate.

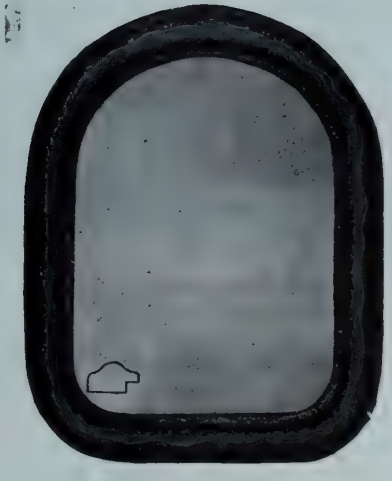
No. 1125 R—2½ inch white enamel frame with nickeled towel bar attached, fitted mirror plate.

No. 1125 T—2½ inch white enamel frame with nickeled towel bar and tumbler holder attached, fitted mirror plate.

Sizes 12x18, 13x22 and 14x24 inches, plain or bevel. Cut shows No. 1125 T.

No. 1121—Combination Mirror.

A toilet Utility at Moderate Price. Made in white enamel finish, outside size 14x26 1-2 inches, fitted 9 x 14 plain mirror. Shelf of plate glass, 4 inches wide, nickeled brackets, towel ring and hanging plates. Enclosed K. D. in cardboard box.



No. 1126—Mirror

No. 2403—Mirror

No. 2403—1 1-2 inch. Dome Style, in White Enamel, fitted plain or bevel plate mirror. Sizes 9 x 12, 10 x 14, 12 x 18, 12 x 20, 14 x 24.

No. 2403.—Same style frame but finished in walnut grain and fitted shock mirror.

Sizes as No. 1126.

Illustration shows No. 2403.

No. 1124—Mirror.

White Enamel Frame. Heavy Plate Mirror. 1 1-2 inch White Enamel frame of dome pattern. Is fitted with heavy mirror plate plain or bevel, and has protective corners. A good bathroom mirror.

Stock sizes are: 7 x 9, 8 x 10, 9 x 12, 10 x 14, 10 x 17, 12 x 18, 12 x 20, 13 x 22, 14 x 24, 16 x 20 inches.

Specify plain or bevel.

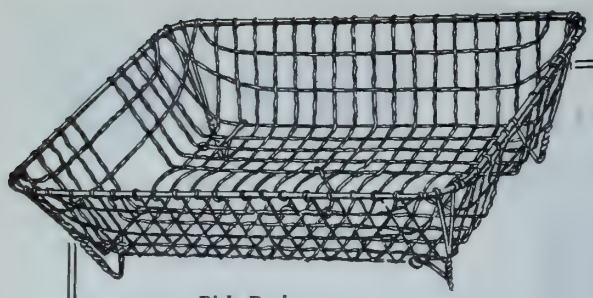
The above illustrate a few numbers taken from our extensive line of framed mirrors, which we manufacture and carry in stock for prompt shipment. Price list of entire line furnished on enquiry.

Send for complete Catalogue "L" of Framed Mirrors, Pictures and Mouldings, if interested.

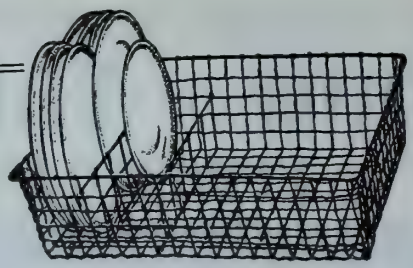
PHILLIPS MANUFACTURING CO., LIMITED

258 to 326 Carlaw Ave. **TORONTO, ONT.**

If interested tear out this page and place with letters to be answered



Dish Drainer.

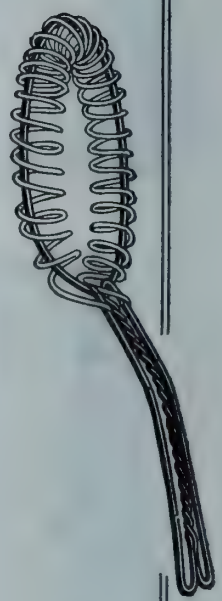


Dish Drainer.

A Whale of a Hit!

Expresses the enthusiasm with which MACDONALD'S Wire Ware is being received by hundreds of retailers the country over.

It is just as easy to sell your customers the very best—and the promise of long wear so clearly reflected in the fine appearance of MACDONALD'S Wire Ware "cinches" your sales.



We Manufacture

Rat Traps	Waste Baskets
Root Baskets	Desk Trays
Fish Baskets	Window Guards
Refrigerator Shelves	Kitchen Ware

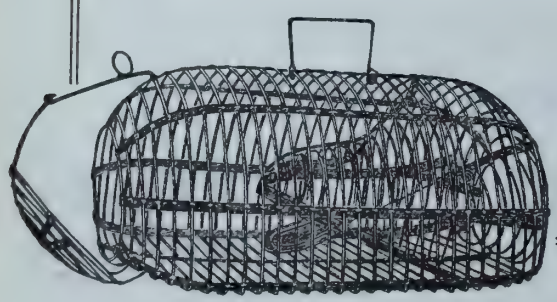
Order from your Jobber.

Catch-all Baskets

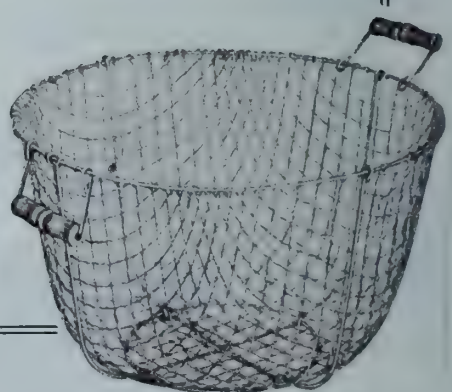
MACDONALD

Wire Goods Company

DRUMMONDVILLE, QUE.



Made in two sizes, 16″ and 20″.



Root Baskets

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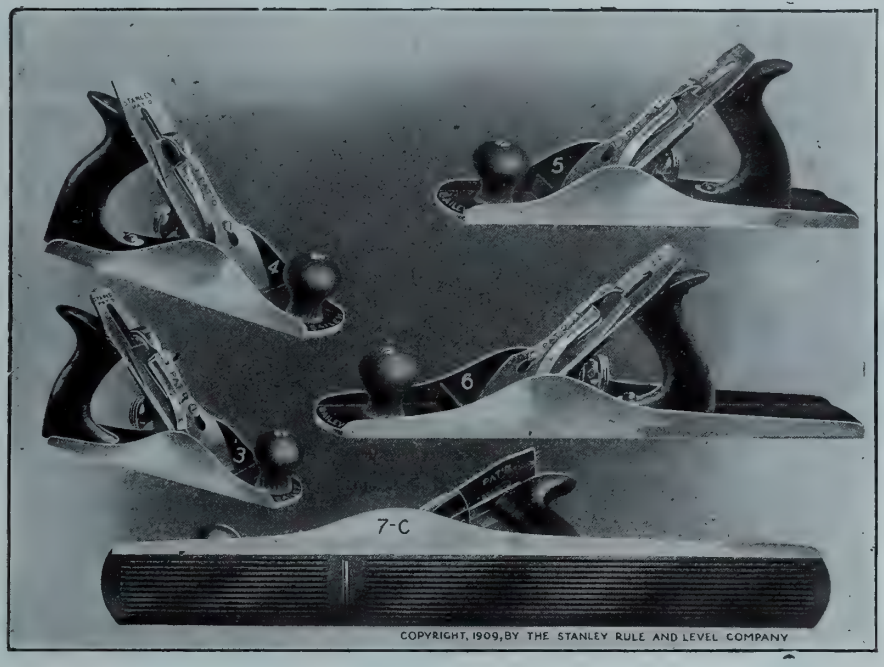
A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND



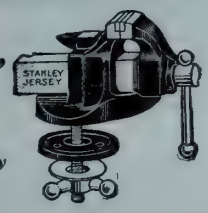
Stanley Tools. This is a line indicative of the care we exercise to select for our customers reliable, salable lines. Have you thought of the advantage in handling famous lines like Stanley Tools, and our many other well-known lines? These, and many others we offer, are so fully accepted by the consumer that the retail merchant has only to display them well, and exert reasonable selling effort, to create good paying sales. Investigate—

And Order From

Caverhill Learmont & Company
Montreal

Stanley Tools

Stanley "Jersey" Vises



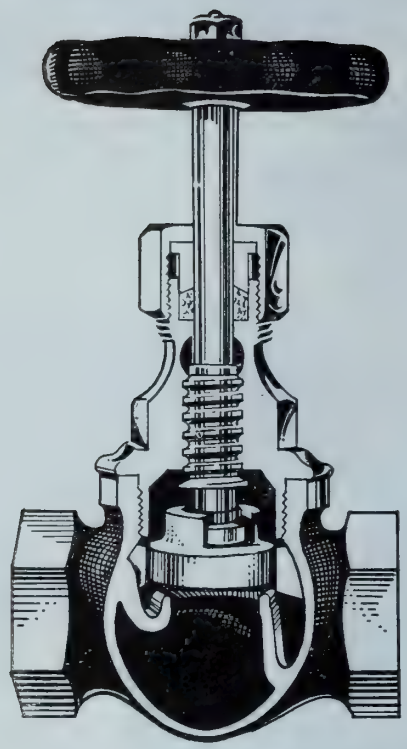
A small vise is a mighty handy article for the shop or family tool chest

"Jersey" Vises are just what you need. They are small, but very strong and substantial. Made in a number of different sizes and styles.

Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

FAIRBANKS
Renewable
DISC VALVES
are money-makers

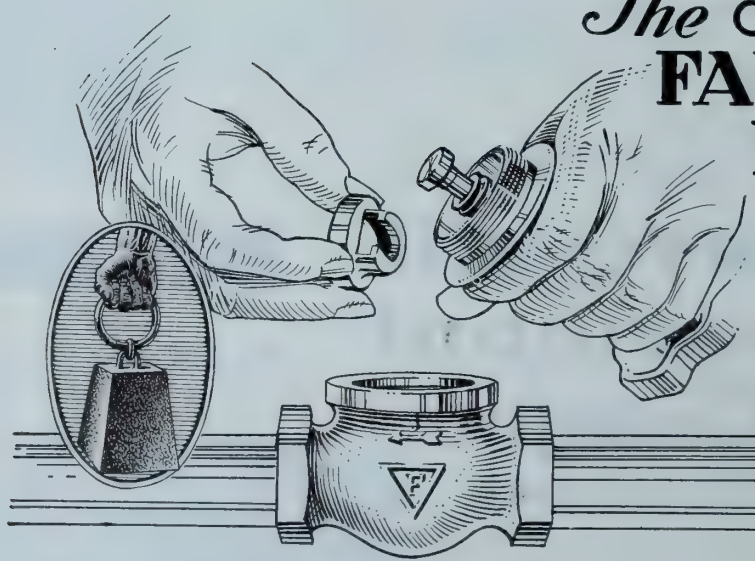


The Canadian Fairbanks-Morse Co. Limited, also supplies Pratt & Cady Valves in all sizes and types, and for all purposes. Pratt & Cady regrinding valves meet every requirement of those demanding this type of valve.

This is the product that has made the Fairbanks-Morse Co. famous as manufacturers of valves—the valve that renders efficient and economical service under all conditions. Its simplicity and strength alone are sufficient to recommend it, wherever valves from 1/8 to 3 inches are required. Note the removable, recessed brass disc but the work of a minute to replace. No nuts or washers to corrode or obstruct the flow.

All Fairbanks valves are constructed of the best brass, strong and well-proportioned, and made in globe, angle or cross designs, screwed or flanged.

Carry a full stock of these valves to meet the demands of contractors, plumbers, manufacturers. Write our nearest branch for prices and discounts.



The CANADIAN
FAIRBANKS-MORSE CO. *Limited*

St. John Quebec Montreal Ottawa
Toronto Hamilton Windsor Winnipeg
Saskatoon Regina Calgary
Vancouver Victoria

If interested tear out this page and place with letters to be answered

The Genuine FAIRBANKS SCALE

(Made in Canada)

—now being sold at new low prices, made possible by quantity production. Many people will welcome this opportunity to buy from you a genuine Fairbanks Portable Platform Scale at these prices, which give you a good margin of profit.

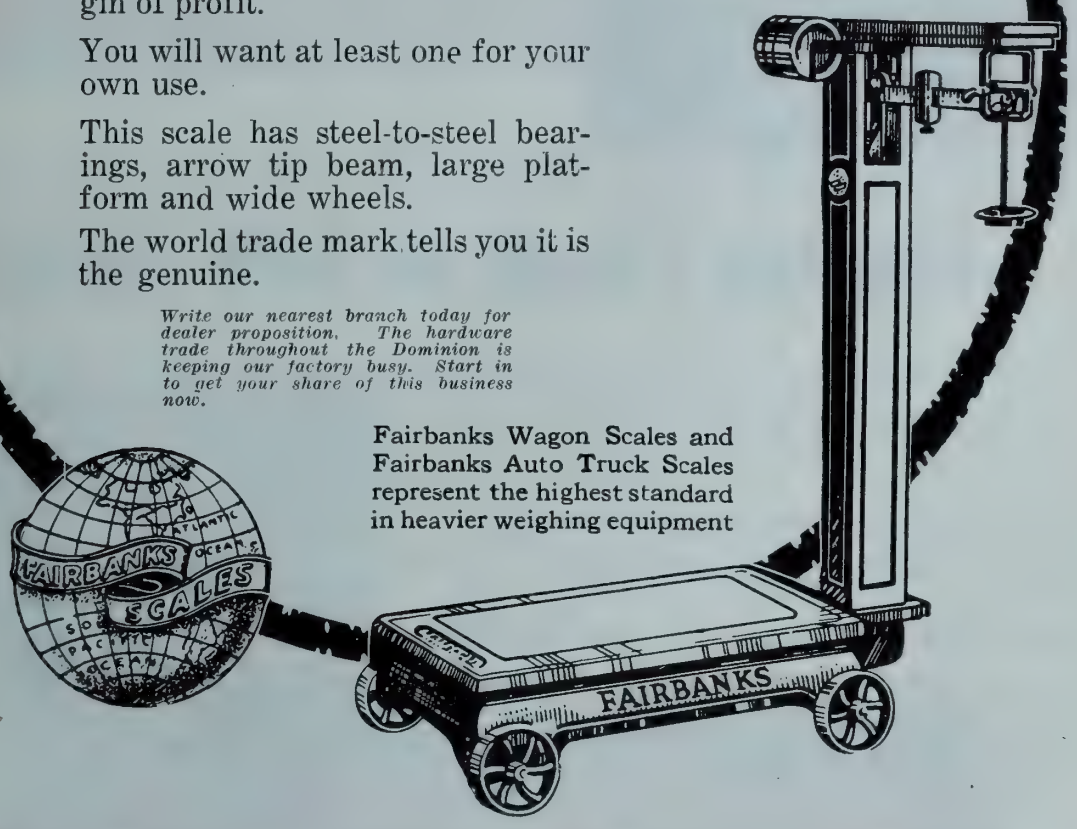
You will want at least one for your own use.

This scale has steel-to-steel bearings, arrow tip beam, large platform and wide wheels.

The world trade mark tells you it is the genuine.

500 lbs. Capacity
$23.35
1000 lbs. $27.30
Plus inspection and Sales Tax.
F.O.B. Factory
Sherbrooke, Qebec

Write our nearest branch today for dealer proposition. The hardware trade throughout the Dominion is keeping our factory busy. Start in to get your share of this business now.



Fairbanks Wagon Scales and Fairbanks Auto Truck Scales represent the highest standard in heavier weighing equipment

The Canadian Fairbanks-Morse Co., *Limited*

Canada's Departmental House for Mechanical Goods

Sales Offices in all Large Canadian Cities

9

If interested tear out this page and place with letters to be answered

A Better Lock for the Same Money

The coming of the Fall Months bring the demand for dependable padlocks.

The farmers—the car owners—and so on must have good padlocks for locking up Implement Sheds—Stables—Garages—Chicken-houses—Gates, etc.

Display Them to Sell Them

Clark's padlocks are offered in sets—on these handsome four colored ***display*** cards.

These assortments include the most popular sizes and patterns. The ***display*** cards will brighten up your counters, and help you turn your stock over faster.

On Sale by your Jobber

C. O. CLARK & BRO.

MONTREAL CANADA

If interested tear out this page and place with letters to be answered

Two New Display Features For Columbia Dealers

IN LINE with the Columbia policy of keeping dealers supplied with new and attractive advertising material, this new window trim, 52 inches long and 36 inches high, lithographed on linen in eight colors and mounted on a collapsible wooden frame, is ready for immediate shipment to you. Simply ask your jobber's salesman to have one sent to you or request it direct from us. The bras-etch sign illustrated in the lower cut is very attractive for window, counter or show case. It is made of brass, deeply etched and embossed in colors—ask us to send you one.

CANADIAN NATIONAL CARBON CO., LIMITED

MONTREAL TORONTO WINNIPEG

EVEREADY SPOTLIGHT

with the 300 foot range

1. Focusing Device.
2. Special Eveready Mazda Lamp.
3. Parabolic Reflector.
4. Shock Absorber.
5. Chamber, holds two extra Eveready Mazda Lamps.
6. End cap stamped with battery and lamp renewal number.

The Fall Sale for Eveready Flashlights and batteries is now beginning and will increase rapidly from now on—the result of the shorter days and longer evenings.

The sale of Eveready Flashlights during the Spring and Summer has shown a very healthy increase. This means that more batteries and bulbs will be required to keep these new flashlights in operation.

The Fall season offers unlimited opportunity for the dealer to increase his sales of Eveready Flashlights and Batteries. Do you know that a four times turnover on flashlight cases and a ten times turnover on batteries net you a profit of $414.66—100%?

This is something for you to consider and this rate of turnover is exceeded by many dealers.

Canadian National Carbon Co.
LIMITED

Montreal Toronto Winnipeg

EVEREADY FLASHLIGHTS & BATTERIES

New refinements on an old principle

See at Canadian National Exhibition Toronto

The New Model "K"

EASY Vacuum Electric WASHER

—the achievement of 42 years' experience in building vacuum washing machines. Sales tell the story! The EASY is the Washer that saves **more** work than any other. That's why it is the machine women want **most.**

The vacuum cups gently force the soapy suds, air and water through fabrics without wearing them. The heaviest materials or daintiest laces are washed quickly, thoroughly and safely.

And now—still greater improvements!

Model K—the 100% Washer

The specially designed 3-point suspension frame has been combined with a new base support, making the EASY entirely self-draining.

The mechanism has been improved and refined, adding new smoothness of operation and quietness.

Examine the picture closely—see the switch, washer and wringer control handles—placed just where the hand most naturally rests—no leaning over to operate the EASY.

The large open tub is easy to load and unload; all smooth surfaces easiest to clean. All mechanism enclosed under the tub—out of the way.

The automatic oiling system is filled from the side, making oiling simple, and seldom to be thought of.

Notice the aluminum wringer—its beautiful lines, the extra long, polished drainboard and the convenient safety release. Equipped with ball bearings — 12-inch rolls and the smoothest operating reversing mechanism.

No wonder this is the machine women want most — **and the beauty of it all is** — the range of EASY prices enables it to compete with any washing machine on a low price basis.

Get the complete story of this highest achievement of all—the 100 per cent. washer.

Don't fail to visit our exhibits in the Electrical Building

or

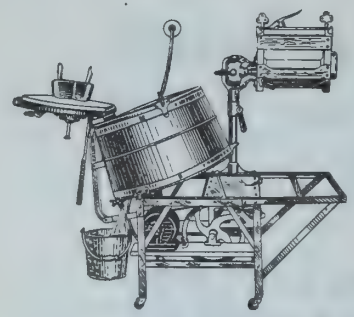
Grand Stand Annex

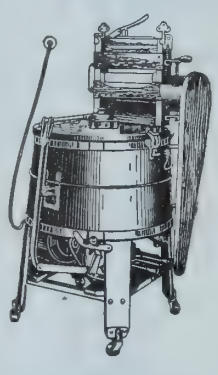
Canadian National Exhibition

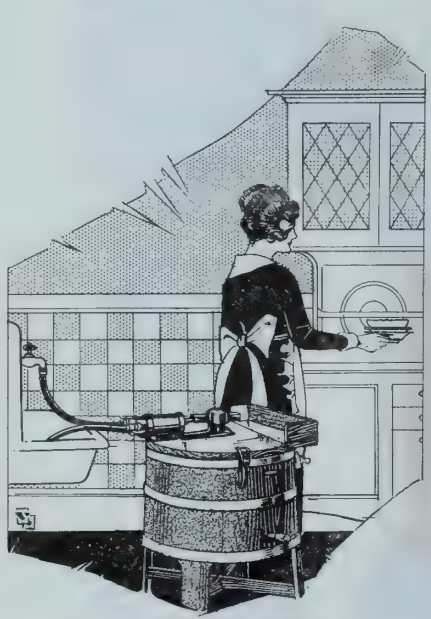
Write us for attractive agency proposition.

The Easy Washing Machine Company, Ltd.

TORONTO







Supply the Demand with Connor Products

and be Sure of Satisfactory Service

The Connor Electric Model 1

To describe this briefly; best quality extra thickness Cypress tub, mounted on a strongly braced steel frame galvanized; tilting tub for thorough drainage. Swinging wringer with best quality 12 in. rolls, reversible water board, and safety release.

The Economy Electric is designed to enable hardware merchants to meet the definite demand for moderately priced Electric Washing Machines. The Economy Electric does that and more. Consider a few of its selling points; Tub of stave-leg design mounted on four, full swivel casters; cypress tub of best quality, stationary wringer, 11 in. rolls safety release; reversible water board, simple in design.

Connor Low Pressure Water Motor Washers

For service and satisfaction this machine is without a peer. Machines of this model now in use over 12 years and show no signs of wear.

Canada First.—This reliable and effective hand power washer is still the popular cut gear machine, noted for its ease of operation. There are always many opportunities to sell a good reliable machine of this type. Display it well where your customers will see it.

We can supply you electros for your own advertising. Use them frequently, they will help you sell many machines.

Write for prices on our full line, Electric Belt driven, Water Power, Hand Operated Washers, Clothes Wringers, Woodenware.

J. H. Connor & Son, Limited

OTTAWA - CANADA

311 Chambers St., Winnipeg, Man.

McPherson Teetzel Co., Vancouver, B.C.

If interested tear out this page and place with letters to be answered

When You Sell

LACO LAMPS

If in the process of reasoning out the type of lamp that you shall sell, you say to yourself: "If I sell Customer No. 1 a LACO LAMP he will not require a new lamp until that has burned for 1,500 hours, whereas Customer No. 2 to whom I sell an 'ordinary' lamp will repeat his order many days sooner." Do not be deceived! Customer No. 2 is looking for the best lamp for his money. Eventually he will buy a LACO LAMP and will have found it. You have lost his trade. On the other hand, Customer No. 1 is completely satisfied with the lamp you have sold him. He returns and repeats his order. He tells the first man he meets about LACO LAMPS and the dealer who carries them. The good news of a good product spreads and your business expands to meet it. It is the history of commercial success.

You sell a lamp that is 50% better than the average. Now with that honest fact to state, it is not difficult to interest the prospective customer. You'll always find him human enough to consider a suggestion that he gets more value for his money than he ever got before.

It is not only that when he buys a LACO LAMP he buys a better light, but that this better light burns a longer time. To be exact a LACO LAMP will give 1,500 hours of efficient light—as compared with the 1,000 hours an "ordinary" Tungsten lamp is supposed to burn.

Laco Lamps Live the Longest

Our salesman will gladly supply you with all particulars.

Canadian Laco Lamps Limited

Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

One Hardware Store Sold 168 Torringtons in 12 Months

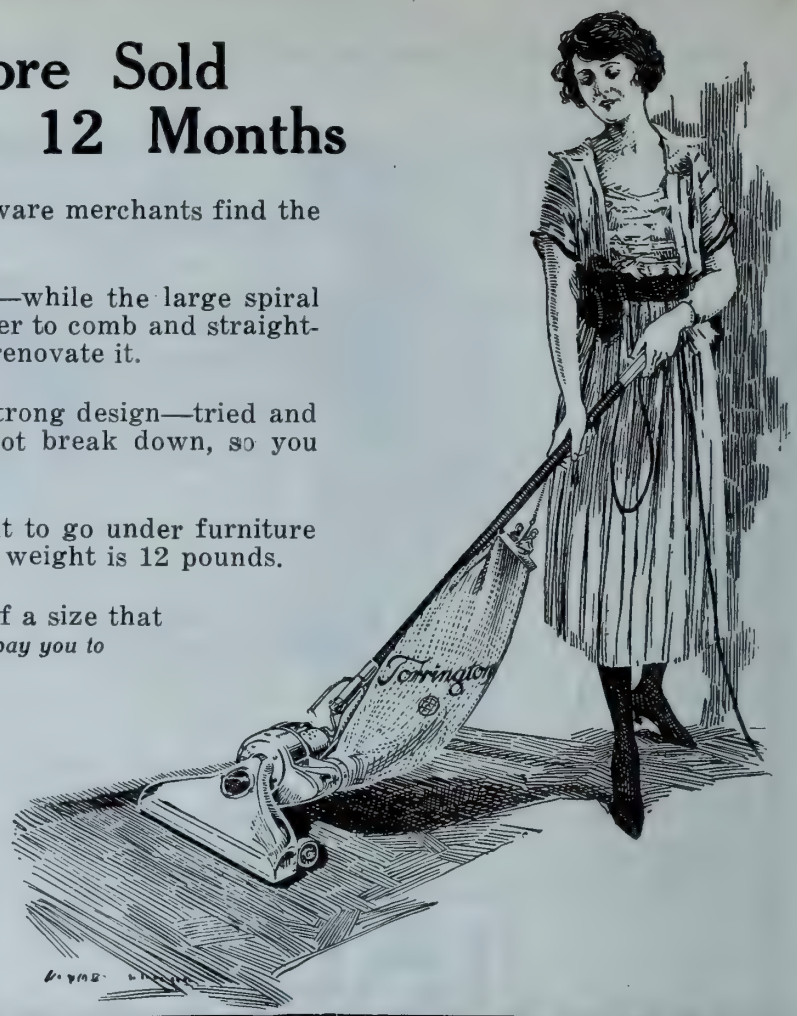
Here are some of the reasons why hardware merchants find the TORRINGTON is so easy to sell:

All the electric power is in the suction—while the large spiral brush runs naturally like a carpet sweeper to comb and straighten the nap so the suction can clean and renovate it.

The cool running motor is of a simple, strong design—tried and proven in thousands of homes it will not break down, so you have the minimum calls for service.

The illustration shows how low it is built to go under furniture —right into the corners—and the entire weight is 12 pounds.

The profits assured hardware men are of a size that exceeds most of your other lines. *It will pay you to inquire for our cost to you and other particulars.*



Manufactured by

The Torrington Company Limited

Upper Bedford, Que.

THERE ARE MANY GOOD REASONS why leading dealers throughout the country are taking up the exclusive agency for the "BlueBird" Machine.

They find it easier to sell the "BlueBird" at a popular price than to sell any other machine in competition with it.

Be a "BlueBird" dealer, and dominate the washing machine business in your community. Quality, price, appearance and our co-operation enable you to do this.

Gives you larger profits than any similar proposition.

There are still some territories open for exclusive agencies. Secure yours now and be ready for the large Fall trade that will certainly develop.

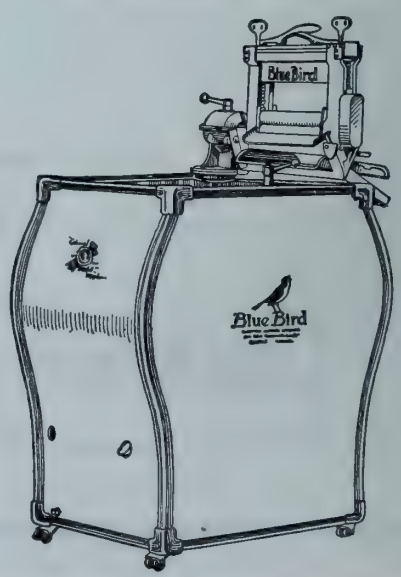
Write to-day for our selling and financing plan.

"COLONIAL MAID" WASHES BETTER

BlueBird

ELECTRIC CLOTHES WASHER

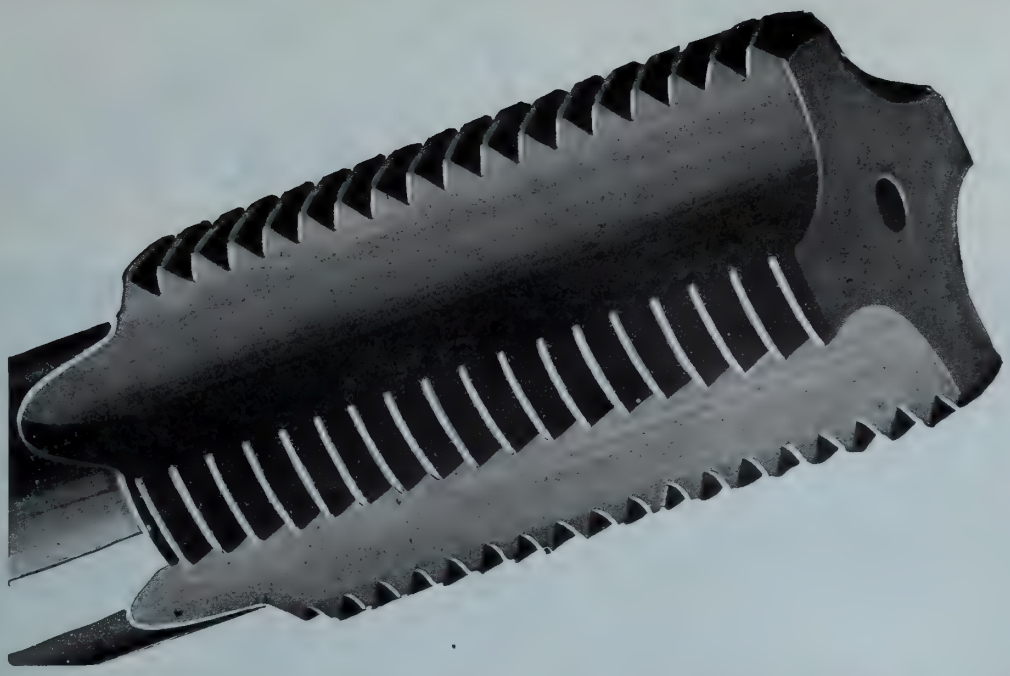
"The Popular Machine"



BlueBird Corporation Limited

BRANTFORD, ONT.

Quebec Representative, Box 74 Montreal



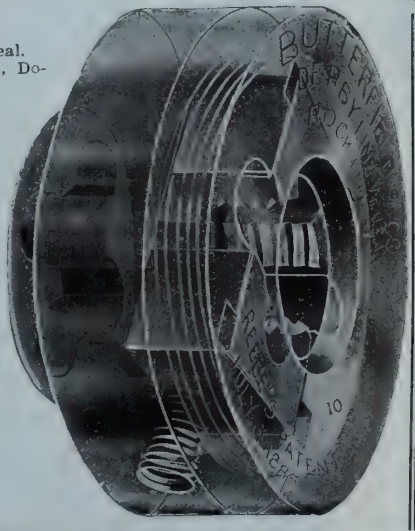
SPEED AND ACCURACY

All over the Dominion of Canada there are many purchasing agents of large industries who habitually order Butterfield Tools for their plants. They have made it a matter of routine to specify Butterfield Tools, because they know that they lower production costs by increasing each machinist's output, use less power, and require less grinding and tool-maker's attention.

The Butterfield variety includes almost every possible need, but we can assist you to specify any special requirement, because we make tools to order from working drawings or customers' samples.

STORES: 220 King St. West, Toronto, 131 St. Paul St. West, Montreal.
AGENTS: D. Philip, 138 Portage Ave., Winnipeg, Gorman's Limited, Dominion Building, Vancouver, B. C.

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Chas. Dreyfus, B. Mitre, 785, Buenos Aires, R. A.



Butterfield & Co.,
Division
Union Twist Drill Co.,
Rock Island Quebec

BUTTERFIELD

If interested tear out this page and place with letters to be answered

Seeing

is believing

YOU KNOW that O-Cedar Products give complete satisfaction—your daily contact with hundreds of women who regularly buy these goods must have convinced you that O-Cedar is the quality Polish and the O-Cedar Polish Mop an absolute necessity in the modern home.

You have faith in O-Cedar—
How do your customers know you have?
Seeing is believing.

If they can see O-Cedar Products displayed on your counter, they will realize that you are a believer in O-Cedar — and having confidence in your judgment, they will readily buy these goods which yield so fair a profit to you.

O-Cedar Polish

One Step Further

When a woman does buy O-Cedar Polish, it is worth your while to go a step beyond merely handing it to her and taking her money.

Say to her:

1st. **Be sure to use it with water** which will ensure her using it in the one correct way to get proper results.

2nd. **It's good enough to use on your piano;** by which she will realize that O-Cedar Polish is quite as much a Polish for fine furniture as for floors. A lot of women wrongly imagine that O-Cedar is only for floors. By telling them it is for furniture—and improves even the most expensive furniture—you will help to widen the use of O-Cedar and thereby you will sell more of it

All of which we would not dream of suggesting to you, unless we were doing our part. We are doing a great deal to help you sell more O-Cedar, by advertising it consistently in a wide list of daily newspapers.

Channell Limited

extend to you and any other member of your family a very cordial invitation to make your Headquarters while at

The Canadian National Exhibition

in the

O-Cedar Booth

No. 66 Industrial Building

A handsome Souvenir given away on presentation of this Invitation.

CHANNELL LIMITED - TORONTO

Stock Up For Fall *Dealers!*

You'll make no mistake in stocking **SUPER-SERVICE** Ash and Garbage Cans.

They are built of heavy galvanized steel, well reinforced top, bottom and sides with iron. Joints are hand rivetted and hand soldered.

SUPER-SERVICE Ash and Garbage Cans make satisfied customers—they're **BUILT-TO-LAST.**

Reed's Roofing Cement—Plastic, Semi-Plastic or Liquid will build up a nice trade for you. These cements are the result of our seventy years' experience in the roofing game. **They're Proven.**

In the **"ECONOMY** we have created a Rotary Ash Sifter that will **LAST**—built on the same strong lines as our **SUPER-SERVICE** Ash Cans, and made to fit any can or barrel from 16 to 18 inches in diameter.

The margin of profit on these lines is good

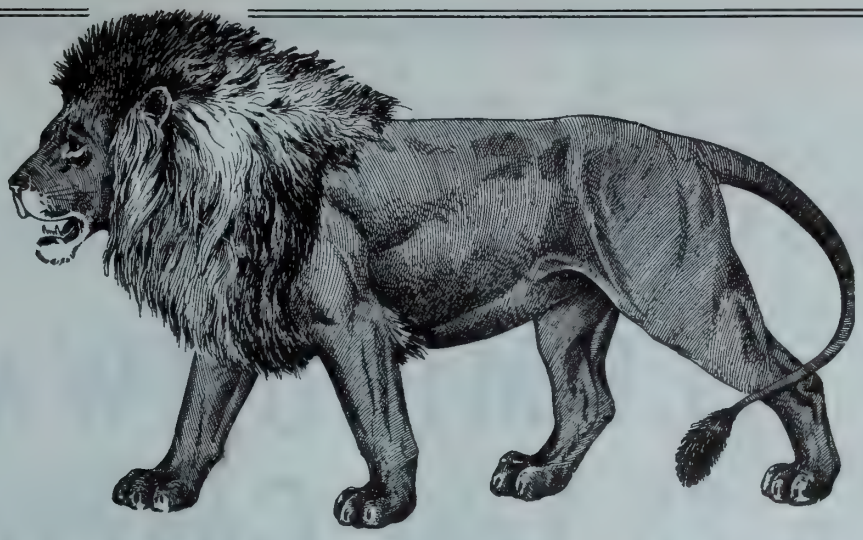
Write Us To-day For Our Fall 1922 Prices on the Above Lines.

Geo. W. Reed & Co. LIMITED

ESTABLISHED 1852 — GENERAL ROOFERS & SHEET METAL WORKERS — TELEPHONE MAIN 987

37 ST. ANTOINE STREET - MONTREAL, P.Q.

If interested tear out this page and place with letters to be answered



LION BRAND

Cordage

With 13 convenient distributing points we are able to serve you promptly on all your cordage requirements.

Tow Lines, Hay Fork Rope, Transmission Rope, Baling, Clothes-Line, Wrapping and Binder Twines.

Circulate your money in Canada by ordering Consumers Lion Brand.

We offer you better than average service, and quality that has been a standard of excellence for nearly a century—97 years.

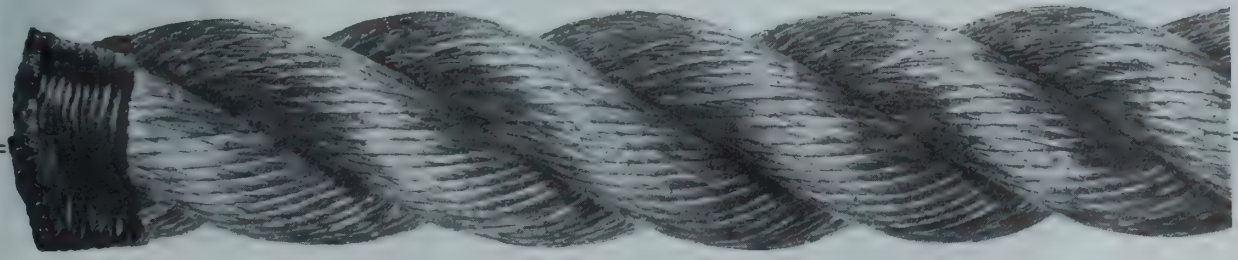
Consumers Cordage Company Limited

MONTREAL and HALIFAX

Branches at St. John, N. B., and Toronto, Ontario

AGENTS and STOCKS: Tees & Persse, Ltd., Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. **Jas. Bisset & Co.,** Quebec. **MacGowan & Co.,** Vancouver.

When at Canadian National Exhibition, Toronto, (Aug. 26 to Sept. 9) visit our exhibit booth No 5, under Grand Stand.



"IDEAL"

THE ALUMINUMWARE
With a 25 Year Guarantee

Think What This Means to Your Customers

DON'T FAIL TO VISIT OUR BOOTH
AT THE
CANADIAN NATIONAL EXHIBITION
Manufacturers' Section Under Grand Stand, Booth 90

See what Real High-Class Aluminumware looks like
And what a Wonderful Range of Cooking
Utensils we Make.

"IDEAL" ALUMINUM PRODUCTS
LIMITED
TORONTO - CANADA

Branches:
Winnipeg and
Vancouver

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Here They Are!
Bridgeport Quality Tools

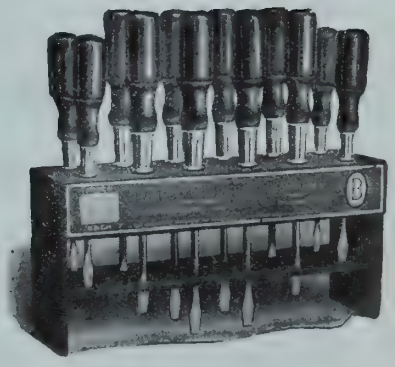
HERE are shown a few illustrations of the Bridgeport Line. These tools are the finest on the market, the result of many years of experience in the making of high-grade tools.

HBM CORP.
—TRADE MARK—

This trade mark on all our tools insures the buyer that they will give him the utmost satisfaction.

If you recommend Bridgeport Tools you will be sure of a big turnover and a good margin of profit.

Display them prominently in your window as well as in your stores and you will not regret it.



Write for Catalogue No. 21

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Representatives:

Western Canada: Sutherland Bros., Confederation Life Bldg., Winnipeg, Man.

Province of Ontario: H. A. Harrison, 220 King Street West, Toronto, Canada.

Canadian Representatives:

Province of Quebec: Hubert B. Johnson, 92 Dominion Ave., Sherbrooke, Que.

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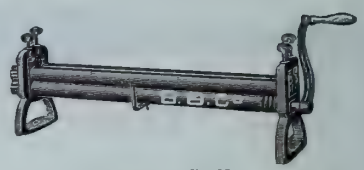
Brown B B Co LTD. Boggs

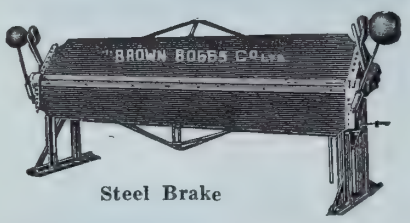
For Tinsmiths' Tools

Tin Folder



Bending Rolls

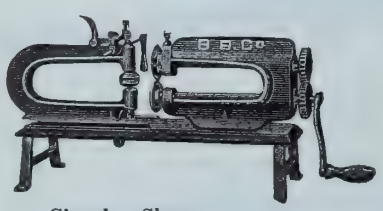
Wherever Brown Boggs Tools are used there is the assurance of greater production and lower costs.



Steel Brake

Stove Pipe Folder

Correct Design, Careful Workmanship and rigid inspection keep the Brown Boggs standard ever up to the mark.



Circular Shear

Any tool or machine bearing our trade mark carries with it a guarantee of efficiency and against defective material or workmanship.

Wiring Machine

See our Exhibit in Machinery Hall, Toronto Exhibition

Write for Catalogue and Price List

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery—
Canning and Evaporating Machinery

Representatives:

Toronto: A. B. WALKER, Holbrook Bldg. **Winnipeg: BISSETT & WEBB, LTD.**

If interested tear out this page and place with letters to be answered

To Help you Reduce your Fire Insurance overhead is the Purpose of

The Wedge That Splits Your Premium Dollar in Half

FIRE INSURANCE

Several thousand hardware and implement dealers of Canada now hold our policies. 50 per cent. dividend is being earned and paid as the policies expire. This is the 15th consecutive year our hardware companies have paid a 50 per cent. dividend on board rates. Why not place your line with us now?

SAFETY	SAVING	SERVICE
Surplus over $2,000,000	**50%**	**An efficient field force**

Write

THE CANADIAN HARDWARE AND IMPLEMENT UNDERWRITERS

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

Alberta	Manitoba	Ontario	Quebec	Saskatchewan
C. W. ATHEY, 504 MacLean Bl., Calgary	I. E. FAIRCHILD, 802 Conf. Life Bl., Winnipeg.	F. A. MARTIN, P.O. Box 137, Colborne.	ALFRED BRUNELLE, 1046 Van Horn Ave., Montreal.	A. E. ATHEY, 2329 Montreal St., Regina.

Every Hardware Dealer Should Stock Dominion Decorative Wall Burlaps

Your best customers—Builders and Contractors, as well as householders generally, are buying Burlaps this year. If you do not carry stock they must buy elsewhere.

At present prices, (Burlaps are selling at lower prices now than for some time past), there is no more economical wall covering on the market.

Consider how easy it is to carry Decorative Wall Burlaps. They come in three shades only — White, Drab and Green—a large stock is therefore not necessary and a very small outlay only is required. Burlaps do not require much ground space—the margin of profit is generous.

Round out your Builder's Supply Department now by putting in Decorative Wall Burlaps. You will add materially to your profits.

Write us for selling helps and complete information as to prices, etc.

Dominion Oilcloth & Linoleum Co. Limited

Montreal

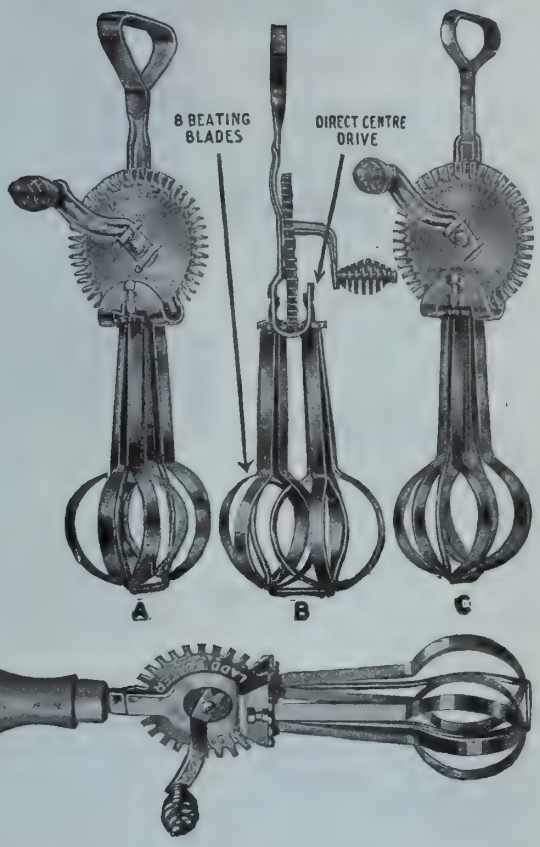
If interested tear out this page and place with letters to be answered

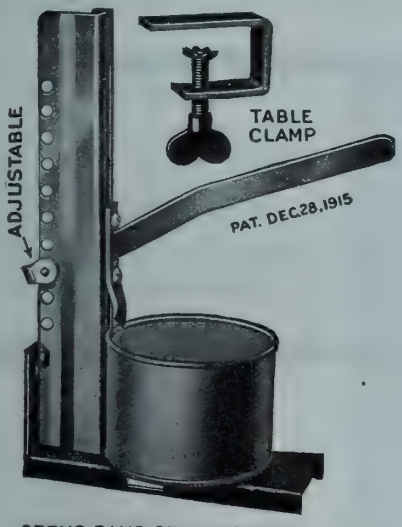
Still Make 1922 a Banner Year

Ladd All-Steel Beaters

3 Sizes—For All Requirements

At the beginning of new and vigorous uplift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale, and, DUE TO THEM, you are always remembered.





SATURN STATIONARY CAN OPENER

OPENS CANS OF ANY SIZE OR SHAPE

An **entirely new principle** that any child can work without possibility of injury, worthy to displace all old styles.

Prices and Prices

Goods of **no** quality bring one price; **quality** goods another. The **public knows this as** well as you and we, and **approves** it.

Fact is a reasonable **high price** convinces public of **quality, promotes confidence** and **sales.** We have no intention of reducing prices to enter the knick-knack class and decrease your profits.

LADD Mixer-Churn

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

JOBBERS the world over and US.

Get these from your jobber or DIRECT FROM US, and BY ALL MEANS CARRY THEM ALWAYS.

SATURN Reels Clotnes-Line

Canadian Representatives: G. S. WHITAKER & CO., 8 Colborne Street, Toronto, Ont.

UNITED ROYALTIES CORPORATION

1133 Broadway, New York

If interested tear out this page and place with letters to be answered

Our Stock of Shotguns and Rifles is in Good Shape.

There's Every Promise of Plenty of Shooting

Be Prepared

Order by Mail

ENGLISH AND AMERICAN BREECH LOADING SINGLE AND DOUBLE BARREL SHOTGUNS

REMINGTON, WINCHESTER AND STEVENS REPEATING SHOTGUNS

SAVAGE-STEVENS, MARLIN, WINCHESTER, REMINGTON AND COOEY RIFLES

Ammunition, Gun and Rifle Covers, Trapshooters' Supplies, etc.

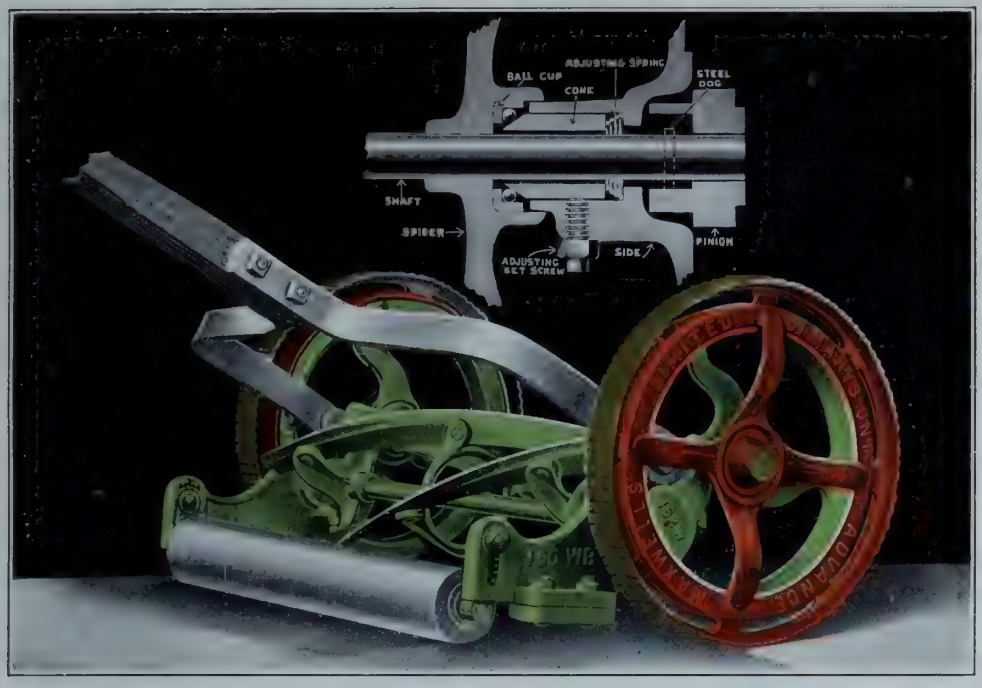
Are you on our Mailing List? Our Fall and Winter Catalogue of "Seasonable Specialties" sent on request

THE HOBBS HARDWARE CO., LIMITED

LONDON - ONTARIO

If interested tear out this page and place with letters to be answered

EVERY MAXWELL LINE A LEADER



MAXWELL
Lawn Mowers

Expert workmanship, approved design and well-tested materials combine to turn out these Maxwell machines, one of the most successful items in the Maxwell line of productions. Added to their mechanical reliability, is the attractiveness of their appearance as illustrated herewith, and every dealer knows that appearance carries a sale half way to completion. An order for Maxwell Lawn Mowers sent TO-DAY means increased trade and profit TO-MORROW.

ADVANCE (Ball Bearing)

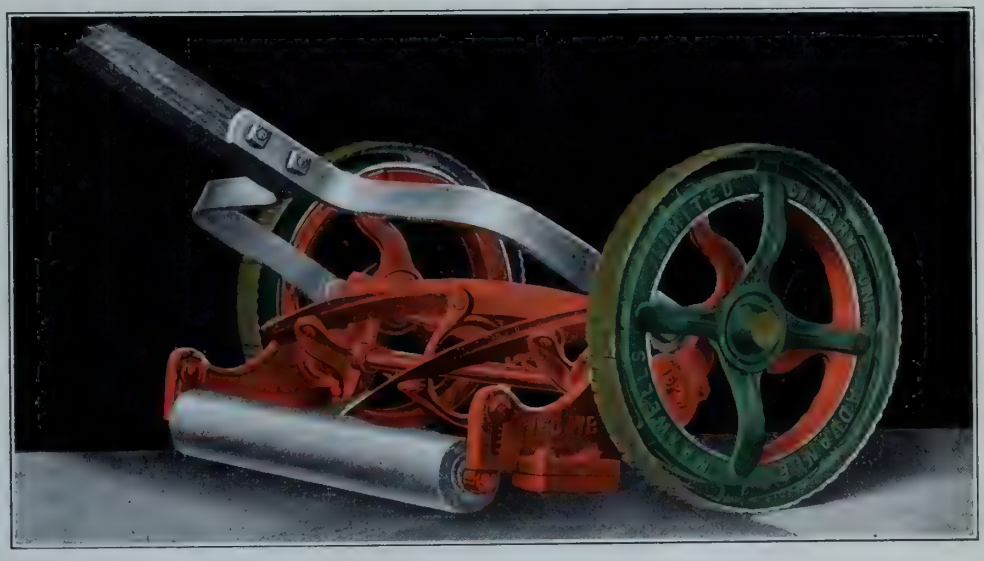
4 or 5 knives. The latest and most modern. Note improved Ball Bearings. Size of drive wheel, 10½". Best quality steel knives and cutting plate. Beautifully finished in Green, Red, Gold and Aluminum.

Sizes 14", 16", 18" and 20".

ADVANCE (Plain Bearing)

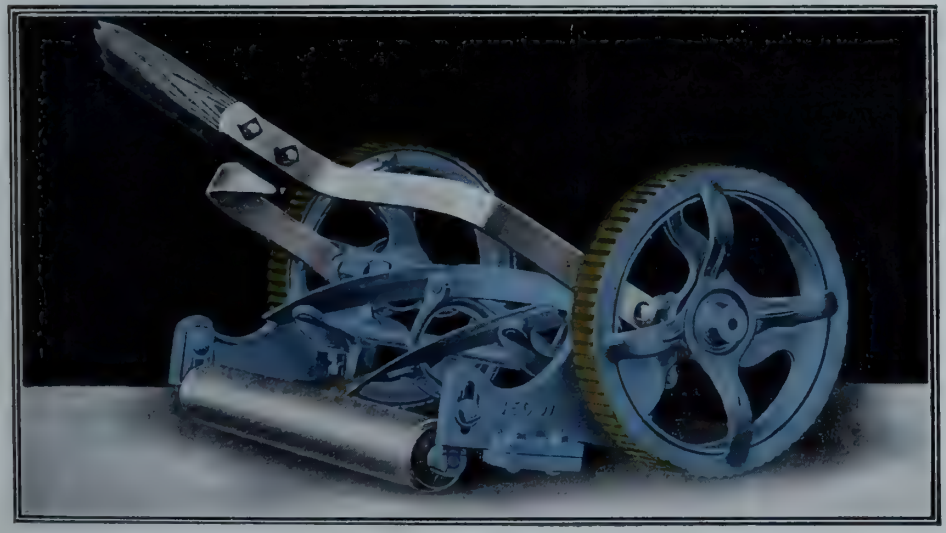
Made with 4 or 5 cutting knives. Wheel, 10½". Same in principle as the Ball Bearing. Best quality steel knives and cutting plate. Beautifully finished in Vermilion, Green, Gold and Aluminum.

Sizes 14", 16", 18" and 20".



Other Maxwell Products

If you are not familiar with the complete Maxwell line — washing machines, power machines, wringers, food choppers, wheel barrows, fruit presses, cider mills, and all farm products—write for a catalogue. Maxwell-built products are not the cheapest, but they are the best.



ADVANCE (9" Wheel)

Made in 3, 4 or 5 knives, also supplied with Ball Bearings same as 19½" Advance. Best quality steel knives and cutting plate. Beautifully finished in Blue, Gold and Aluminum.

Sizes 12", 14", 16" and 18".

MAXWELL
LIMITED

ST. MARYS - ONTARIO

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

METALS OILS
CHEMICALS GLASS

METALS · CHEMICALS · GLASS
B & S H
Established 1790

The Mark of Quality

CANADA PLATES
POLISHED SHEETS
TIN PLATES
TIN MILL BLACK PLATE
APOLLO GALVANIZED STEEL SHEETS
APOLLO KEYSTONE GALVANIZED STEEL SHEETS
ARROW BRAND BLACK STEEL SHEETS and SPECIALTIES

Sales Agents for Canada
for
Robertson Process Metal Robertson Skylights
Robertson Ventilators

B. & S. H. THOMPSON & CO., LTD.

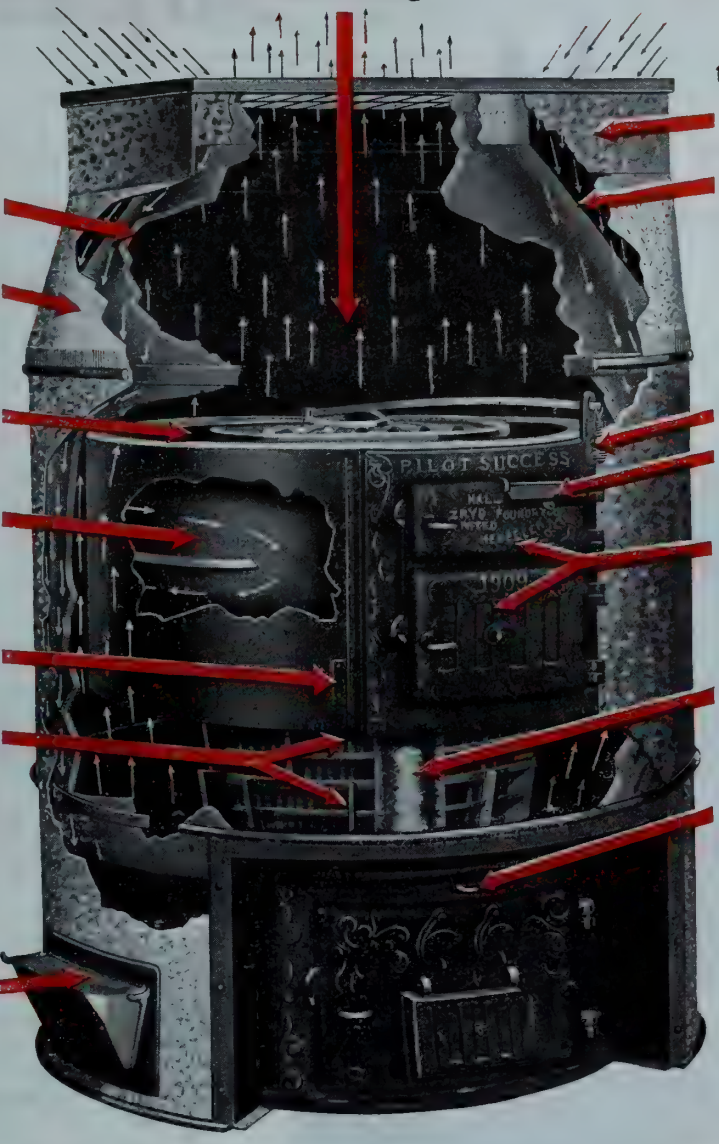
MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

Sales Agents for Eastern Canada
Sheet & Tin Mill Products
For
United States Steel Products Company

PILOT SUCCESS PIPELESS FURNACE

MADE IN SIX SIZES

CAPACITY 10,000 TO 50,000 CUBIC FEET



Look at the red arrows for exclusive features.
They are all essential when buying a Pipeless Furnace.
IT WILL PAY TO INVESTIGATE.

The Hall Zryd Foundry Co.
Limited

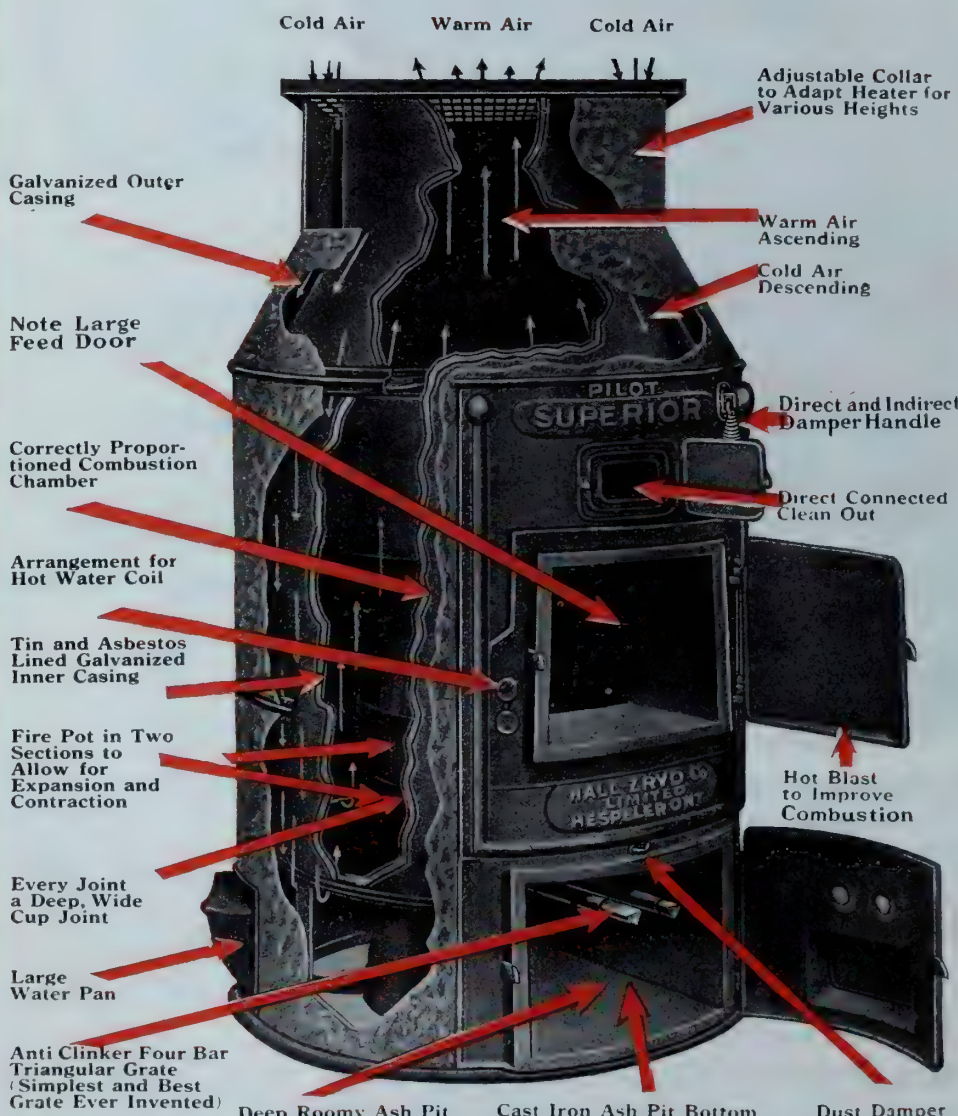
Hespeler, Ontario, Canada

Western Branch, P.O. Box 687, Winnipeg

See our Exhibits at Canadian National Exhibition, Toronto
Western Fair, London. Central Fair, Ottawa.

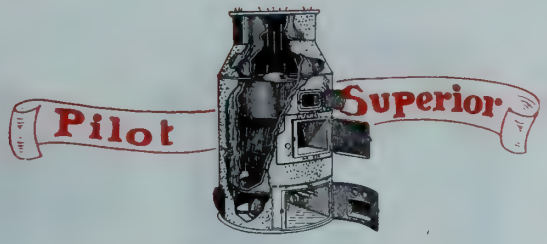
Nineteen Big Selling Superior

Examine These Selling Points



The Illustration is of our new No. 2400 Series With Cast Front and Extra Large Feed Door

Features in The Pilot Pipeless Furnace



EXAMINE the illustration on the opposite page. Note the splendid selling features of the "Pilot" Superior Pipeless Furnace.

Add to these points the fact that the "Pilot" Superior Pipeless is easy and inexpensive to install; only one opening to be cut in the floor; no network of pipes; cold air is removed from the house, not the cellar, keeping fresh, moist, warm air circulating, a protection against coughs, colds and sore throats; keeps the floors warm so that children may safely play on them, and leaves the cellar cool for storage.

The "Pilot" Superior Pipeless burns hard coal, soft coal, coke, wood or natural gas. The construction with inner and outer casings and asbestos linings insures cold kept out and warmth kept in.

The house is heated throughout with an abundance of heat; 25% of your fuel is saved.

Hundreds of new homes are nearing completion. Hundreds of old homes are being re-modeled. They are all good prospects.

We co-operate with you in order to secure the business. Write for particulars of our plan.

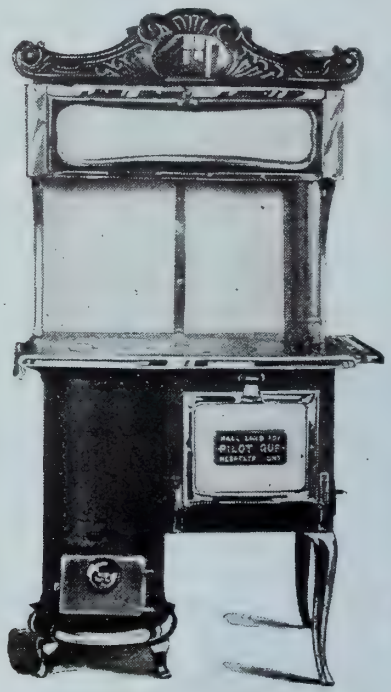
The Hall Zryd Foundry Co.,
Limited

Hespeler, Ontario, Canada

Western Branch, P.O. Box 687, Winnipeg

Three Great Sellers

The illustrations below will give you some idea of the handsome "Pilot" line that is creating big business and satisfied customers for hundreds of hardware firms. Every user of a "Pilot" range or heater is an advertiser for you and for us. If you have not looked into the possibilities for selling the handsome and practical line, get in touch with us now. The fall season is here, and there is big business ahead for those who sell the "Pilot" line. We work with you.

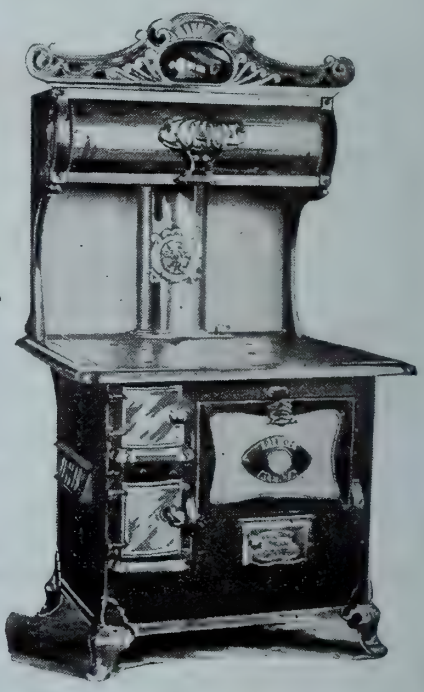


Pilot Quebec Heater

This is a particularly nice looking Quebec Heater. Very attractive in trim, having considerable nickel and white enamel about it and a decorative top with a mirror. This has a strong appeal to your customers that want a nice-looking and extremely serviceable Quebec Heater with a fine oven that bakes and roasts to perfection.

Pilot Gem

This is the useful and desirable four-hole, steel, cook-stove No. 8 or No. 9. It has a 14 x 18 inch oven. The grate is the desirable Duplex type. The top is fitted with 8 and 9-inch covers. This splendid cooker is supplied with or without high shelf; and with or without reservoir. Notice the abundance of nice, white enamel and nickel trim—this certainly makes a good first impression.



Pilot Alerta

This is made in two sizes: 16" x 20" and 20" x 20" oven so that you can offer your customers a choice in size. It is also supplied with or without reservoir. From the illustration you can easily judge the beauty of this handsome range. Note the bright, attractive, nickel trimming, the white enamel and the mirror in the decorative top.

See Our Exhibits at Canadian National Exhibition, Toronto
Western Fair, London **Central Fair, Ottawa**

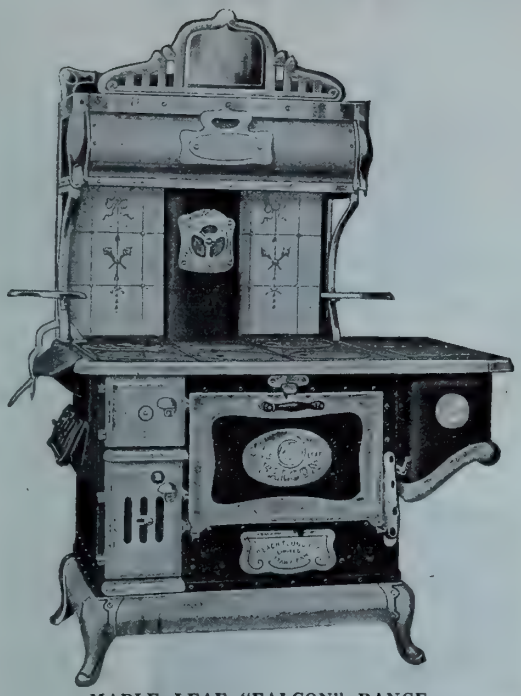
The Hall Zryd Foundry Co.,

Limited

Hespeler, Ontario, Canada

Western Branch, P.O. Box 687, Winnipeg

QUALITY IS ESSENTIAL



MAPLE LEAF "FALCON" RANGE
With Copper Reservoir and Special Warming Closet

The dealer who wants to hold his trade—to keep his customers always happy must be sure that the goods he sells possess "Quality."

"Quality" is the outstanding feature in the Maple Leaf Line of stoves, ranges, heaters and furnaces. "Quality" is the principal watchword and motive in our factory—and, therefore "Quality" is the outstanding feature of our entire product.

The dealer who handles the Maple Leaf Line is absolutely sure of creating customer friends who will stick by him always.

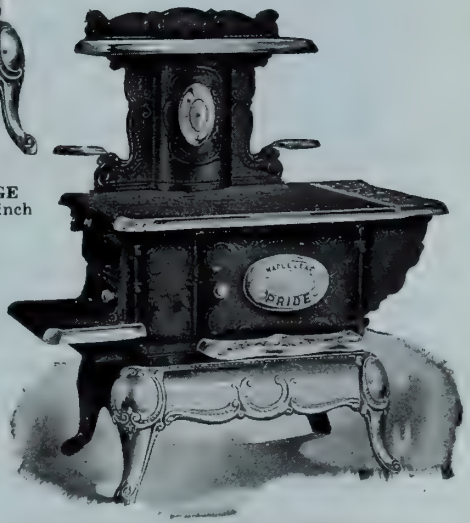
The Falcon is a steel range with all modern attachments and appliances that the house-keeper appreciates in a kitchen range. Beautiful in design and made in several different styles. The Falcon will back up any claim that you can make.

MAPLE LEAF "PRIDE" RANGE
With Tea Shelf, burns coal or 19-inch wood.

Dealers will find the Maple Leaf "Pride" a general favourite because of its efficiency and durability.

For quick, perfect baking the Maple Leaf "Pride" range provides the equal of any range manufactured and any dealer who will "bank" his stove business upon the "Pride" will not only earn substantial profits but reap the benefits of a large well satisfied clientele.

Pride ranges are compactly built, handsomely trimmed, and of standard construction. Users of the Pride range all testify to its splendid value and satisfactory performance supplied in a variety of designs.



MAPLE LEAF "PRIDE" RANGE
With High Shelf. Several Styles of closet and shelves to select from.

See our Exhibits at the Toronto and Ottawa Exhibitions

Manufactured Exclusively by BEACH FOUNDRY, LIMITED

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested tear out this page and place with letters to be answered

A Pair of Money Makers

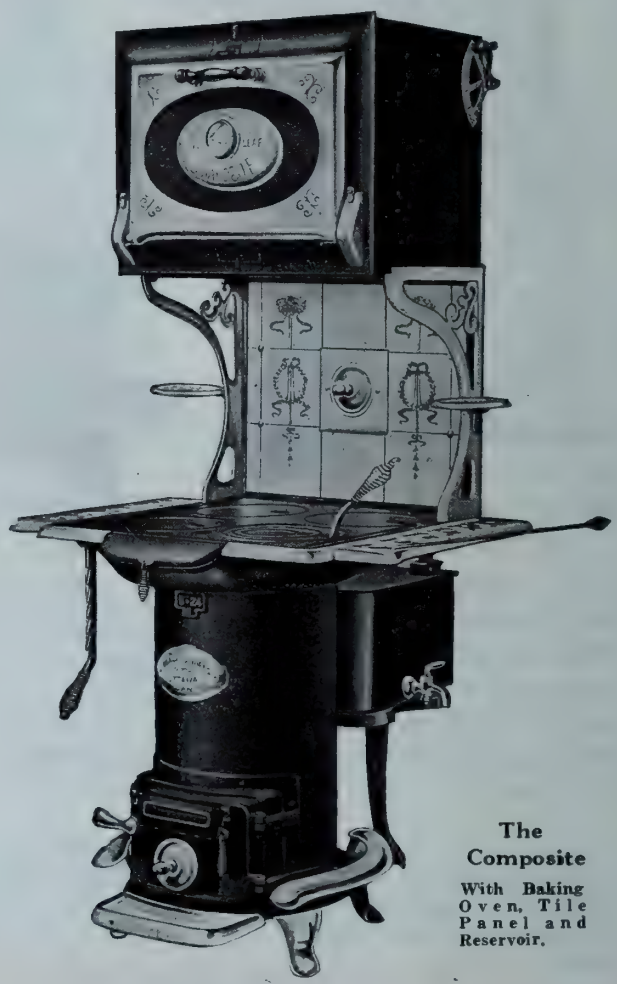
MAPLE LEAF—"THATSIT"
With copper contact reservoir and with tile ornamental back closet.

This is the newest and best in the Quebec style of Ranges. It has 6-hole top with undertop heat control that makes all six holes efficient for heating. Large roomy oven that bakes evenly. Handle these and cash in on the profits that should be yours. Supplied in a variety of styles.

The Composite is no longer an experiment. This is its fifth season and sales from coast to coast are increasing steadily. Boost it and we stand behind with a liberal guarantee.

See our Display at Toronto and Ottawa Exhibitions

Either of these two Quebec Ranges will give entire satisfaction. Besides having ample cooking and baking accommodation, they will heat your customer's home Fall and Spring and prove a wonderful auxiliary to the furnace in Winter.



The Composite
With Baking Oven, Tile Panel and Reservoir.

Manufactured Exclusively by BEACH FOUNDRY, LIMITED

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

CANADA'S GREATEST HEATER VALUE

QUEBEC FOUR HOLE TOP

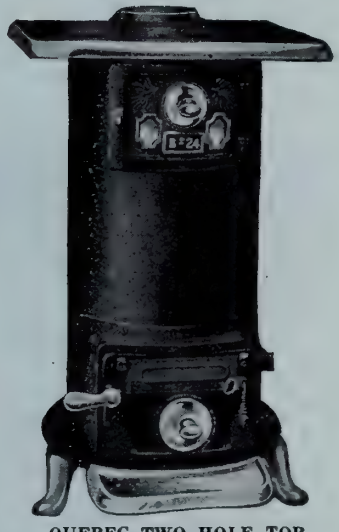
This is the base of the Composite stove and oven (unequalled for baking) may be added at any time, with or without reservoir.

QUEBEC LAUNDRY
Steady hot fire close to the top.

If the present coal strike continues, there will be great scurrying around for small heating equipment during the Fall and Winter months. Beach Heaters are unsurpassed for appearance, durability and heating value.

QUEBEC PARLOR HEATER
With hood and urn and with foot rails.

QUEBEC HEATER
Ordinary Type with or without grates



QUEBEC TWO HOLE TOP
Heater Comfort, Cooking Convenience. Excellent Combination

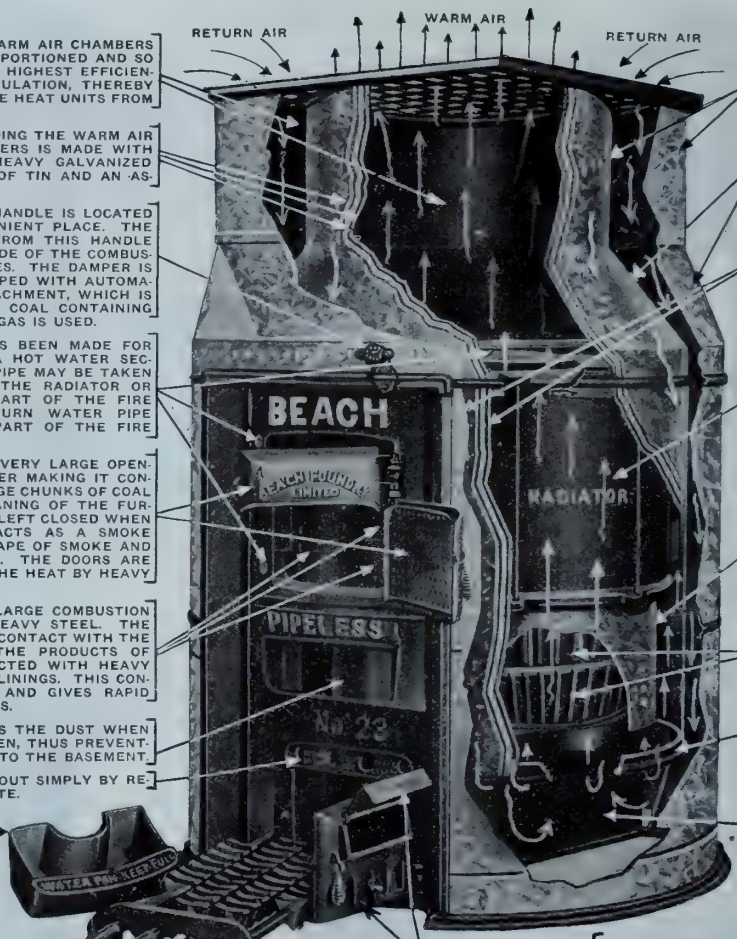
Displayed at Toronto and Ottawa Exhibitions

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

Beach Pipe and Pipeless Furnaces

On Display at Toronto and Ottawa Exhibitions



THE RETURN AIR AND WARM AIR CHAMBERS ARE SCIENTIFICALLY PROPORTIONED AND SO CONSTRUCTED THAT THE HIGHEST EFFICIENCY IS OBTAINED IN CIRCULATION, THEREBY OBTAINING ALL AVAILABLE HEAT UNITS FROM THE FUEL CONSUMED.

THE INNER CASING, DIVIDING THE WARM AIR AND RETURN AIR CHAMBERS IS MADE WITH AN OUTER LAYER OF HEAVY GALVANIZED IRON, AN INNER LAYER OF TIN AND AN ASBESTOS INTER-LINING.

DIRECT DRAFT DAMPER HANDLE IS LOCATED IN A HANDY AND CONVENIENT PLACE. THE DAMPER ROD LEADING FROM THIS HANDLE TO THE DAMPER IS OUTSIDE OF THE COMBUSTION CHAMBER AND FLUES. THE DAMPER IS OF FULL SIZE AND EQUIPPED WITH AUTOMATIC GAS EXPLOSION ATTACHMENT, WHICH IS VERY ESSENTIAL WHERE COAL CONTAINING A HIGH PERCENTAGE OF GAS IS USED.

SUITABLE PROVISION HAS BEEN MADE FOR THE INSTALLATION OF A HOT WATER SECTION. THE HOT WATER PIPE MAY BE TAKEN THROUGH THE TOP OF THE RADIATOR OR THROUGH THE UPPER PART OF THE FIRE DOOR FRAME, THE RETURN WATER PIPE THROUGH THE LOWER PART OF THE FIRE DOOR FRAME.

THE TWO DOORS GIVE A VERY LARGE OPENING TO THE FIRE CHAMBER MAKING IT CONVENIENT FOR ADDING LARGE CHUNKS OF COAL OR WOOD AND THE CLEANING OF THE FURNACE. THE TOP DOOR, IF LEFT CLOSED WHEN FIRING THE FURNACE, ACTS AS A SMOKE PLATE AGAINST THE ESCAPE OF SMOKE AND GAS WHEN ADDING FUEL. THE DOORS ARE ALSO PROTECTED FROM THE HEAT BY HEAVY METAL LININGS.

THE HOUSING FOR THE LARGE COMBUSTION CHAMBER IS MADE OF HEAVY STEEL. THE PARTS COMING IN DIRECT CONTACT WITH THE EXTREME HEAT FROM THE PRODUCTS OF COMBUSTION ARE PROTECTED WITH HEAVY CAST SHIELDS AND CAST LININGS. THIS CONSTRUCTION IS DURABLE AND GIVES RAPID RADIATION OF HEAT UNITS.

THIS DUST FLUE ARRESTS THE DUST WHEN GRATES ARE BEING SHAKEN, THUS PREVENTING IT FROM ESCAPING INTO THE BASEMENT.

THE GRATES ARE TAKEN OUT SIMPLY BY REMOVING THIS GRATE PLATE.

LARGE WATER PAN IS CONVENIENTLY LOCATED IN THE OPENING UNDER THE FIRE DOOR IN FRONT OF THE DUST FLUE AT A POINT WHERE THE HEATED CASTINGS EVAPORATE THE WATER RAPIDLY. THE HUMIDITY FROM THIS PAN GIVES MOIST WARM AIR CONDUCIVE TO GOOD HEALTH.

THE HOUSINGS FOR THE AIR CHAMBERS CAN BE ADJUSTED TO ANY BASEMENT HEIGHT.

ABSENCE OF ANGLES AND SHARP TURNS REDUCES FRICTION AND PREVENTS THE POCKETING OF AIR, THEREBY GIVING AN EASY AND FREE CIRCULATION OF AIR INTO AND OUT OF THE FURNACE.

SPECIAL LUGS WITH LONG THREADED SCREWS ARE ATTACHED TO THE INNER AND OUTER CASINGS AND SO ARRANGED THAT THE FURNACE CAN BE ASSEMBLED WITH EASE AND A GOOD TIGHT JOINT OBTAINED.

RADIATOR IS OF THE HORSE SHOE DESIGN AND OF LARGE SIZE, THE INNER PART OF WHICH FORMS THE COMBUSTION CHAMBER. IT IS OF HEAVY WEIGHT AND STRONGLY CONSTRUCTED, ALL RODS AND BOLTS BEING OUTSIDE OF COMBUSTION CHAMBER AND FLUES. THE STEEL HOUSING OF THE RADIATOR IS DRAWN TIGHTLY AGAINST HIGH CAST METAL RIBS, THEREBY MAKING A PERFECTLY GAS TIGHT JOINT.

SHIELD PREVENTING THE DIRECT HEAT OF THE FIRE POT FROM COMING IN CONTACT WITH THE LOWER PART OF THE INNER CASING PREVENTS THE FORMATION OF EDDIES OF HOT AIR AND THUS INCREASES THE FREE AND EASY FLOW OF THE HEATED AIR IN THE WARM AIR CHAMBER

HEAVILY RIBBED TWO PART FIRE POT FITTING TOGETHER WITH DEEP CUP JOINTS MAKES THEM DURABLE AND PREVENTS THE ESCAPE OF DUST OR GAS. GUARANTEED.

THE WARM CHAMBER CASING BEGINS AT THE PROPER HEIGHT FROM THE BASE AND PERMITS THE RETURN AIR AT ONCE TO COME IN CONTACT WITH THE HOT CASTINGS.

VERY LARGE ASH PIT, WHICH MAY BE CLEANED EASILY ON ACCOUNT OF THE SQUARE ENDS.

THE LARGE ASH DOOR IS EQUIPPED WITH A DROP DRAFT DOOR PROVIDED WITH CHAIN AND PULLEYS FOR CONTROLLING THE FIRE FROM THE FLOOR ABOVE. THE ASH DOOR IS ALSO PROVIDED WITH SLIDE DAMPER.

THE GRATE BARS ARE HEAVY, DURABLE AND OPERATE INDEPENDENTLY OF EACH OTHER, OR MAY BE OPERATED IN PAIRS BY THE ADDING OF GRATE BAR COGS. THEY ARE ALSO EASILY REMOVED BY TAKING OFF THE GRATE PLATE.

More Heat——Less Trouble

That is what you are guaranteeing your customers when you sell them one of the famous Beach Heat Makers. You have the double satisfaction of knowing that your customer is well satisfied and that you have made a handsome profit.

Business of this kind is nice, clean and satisfying and it is the kind that the dealer is always sure of when the goods handled are the famous Beach Maple Leaf Brand.

Get in line with this gratifying business. If you are handling Maple Leaf—push them to the limit. If you are not handling Maple Leaf—decide now to do so.

Write us for Terms and Full Particulars

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested tear out this page and place with letters to be answered

SHAKE HANDS WITH OPPORTUNITY

"The Caloric is easy to sell, at a good profit, and once sold is always sold"

A. T. ADAMS
Caloric Dealer

The Caloric simplified system of heating can easily be sold in nearly every home in your community—because it heats the entire home better—at lower cost—and pays for itself in fuel saved.

The Caloric is the product of the foremost manufacturer of warm-air furnaces in the world. Proved superior in actual service in more than 135,000 buildings, throughout Canada, the United States and European countries.

Caloric selling and installation have been reduced to a science by the Caloric organization. Caloric engineers make free blue prints for each installation—and these are so simple that two ordinary men can install the Caloric in a day's time.

The result is that thousands of dealers who never before considered it practical to sell a heating plant have gone into the rich field of selling Calorics. Right NOW is the time to cash in on the big new building market. Write to-day for details of the Caloric opportunity in your territory.

Made by Canadians in our factory at St. George, Ont.

The Monitor Stove Company, Limited
9 Richmond St. East
TORONTO, ONTARIO

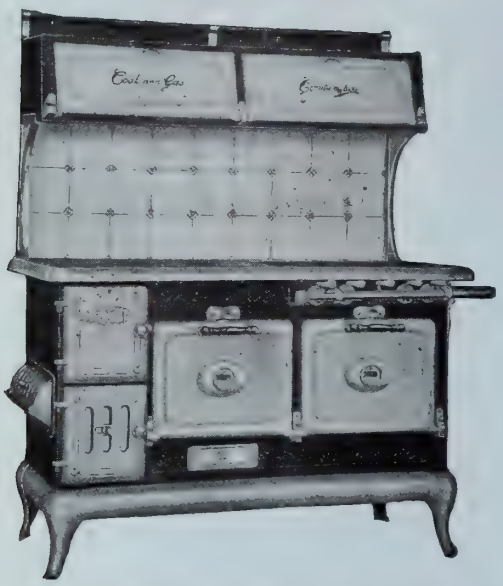
CALORIC

PIPELESS

SYSTEM OF CIRCULATING HEAT

FAWCETT

Illustrating Only Six of the Most



The New Coal and Gas Combination Range:

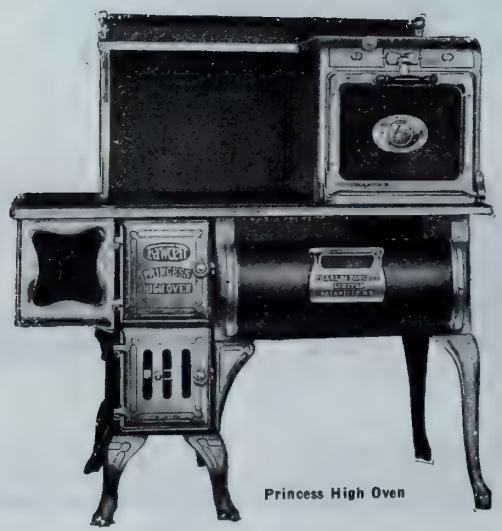
You can't compare this range to any other on the market, for there is none with which to compare it. Note its features of convenience, its novel beauty, **its two fine big ovens 16 x 18 x 12** for roasting and baking. The oven on the left is heated by the fire and the oven on the right by gas, and these ovens can be used simultaneously or individually. With only one oven going the other can be used as an additional closet to the **two** closets above. The heat is perfectly regulated, and the fire box is the large standard size, and uniform with those on the opposite page. The porcelain back is the full width, 16¼ inches high; the trimmings are smooth nickel plated, and the construction of the flue guarantees perfect efficiency. The top is 50″ x 24″—just the size of an ordinary coal range with a reservoir—and the **price is little more than a good coal range.**

Cabinet Gas Range: One of the fine conveniences of this range is the shelf that swings up out of the way to admit preserving kettles, wash boilers, etc. Then the baking oven and the broiler are at the handy standing height that appeals so much to women, and the cooking top has **four** gas burners.

The space below the cooking top is handy for dishes, etc., and crowning all these features is the fine finish, the enamel splash boards (if ordered so) and nickel fittings—making this range the best value on the market.

Princess High Oven: The ideal range for the small family; it burns any kind of fuel and the top can be fitted for four 8″ or four 9″ covers. It has all the advantages of a high oven range at the **cost of an ordinary small one.**

Its ease of operation, simplicity and handsome appearance makes it a splendid seller. Made in one size only with a 17″ oven—is the only one of its kind on the market, and can be supplied with a reservoir and enamel splash boards when desired.



Princess High Oven

Besides the "Princess High Oven" we manufacture all the other popular selling styles of gas ranges.

Our ranges have uniform fire boxes—dealers need carry only one stock of spare parts. We also use copper-bearing steel to guarantee quick, even radiation of heat.

CHARLES FAWCETT
LIMITED

SACKVILLE ∴ ∴ N.B.

Winnipeg Calgary Vancouver

Montreal, 584 Rivard Street.

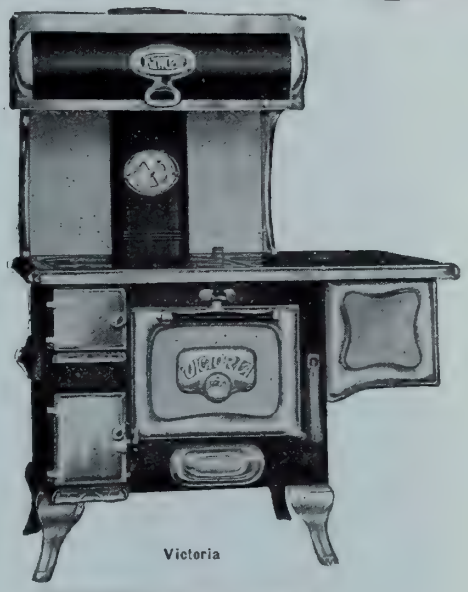
FAWCETT

Complete Line of Stoves and Ranges

Including every size and style from the heavy large Furnace Range to the smallest, lightest Range for a cabin or flat.

Victoria Steel Range:

There is always a large demand for this light steel range with its handsome lines and smooth nickel trimmings. It particularly suits the city trade for a low-priced range that takes up little space, and gives a service that is really out of proportion to its low cost. It burns any kind of fuel, fitted with 8″ or 9″ covers, and the ovens are made in three sizes 16″, 18″ and 20″. A splendid baker and cooker.



Victoria

Marvel Steel Range:

This is a general favorite not only because it is medium in price, but it is an A1 roaster and baker and gives a life long service. Note too the height of the oven and how easy it is to reach and clean the floor beneath it, the nickel plated fittings, high oven, drop brackets and its handsome appearance. Can be supplied with reservoir and white enamel trimmings.

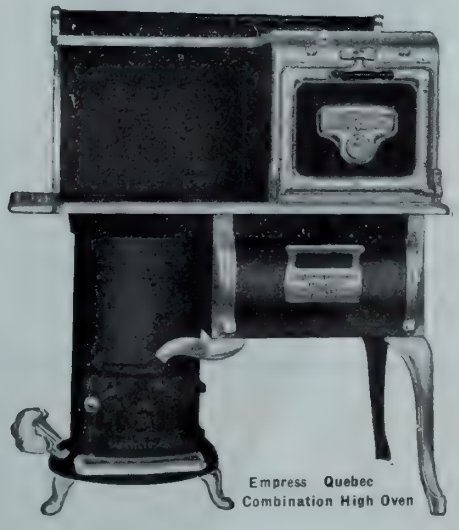
It is built with 16″, 18″ and 20″ ovens, with 8″ or 9″ covers, and the fire box is easily fitted to burn either coal or wood.

Marvel

Empress Quebec Combination High Oven:

This is the latest in a combination heating, cooking and baking stove. It is perfect, sensible, practical, and designed to appeal immediately to the buyer who wants the most value for the money. The high oven fitted with a thermometer is a special feature, at standing height and eliminates unnecessary stooping.

There are four 8″ or 9″ holes on the cooking top, and the heat is distributed evenly and perfectly controlled. A fine cooker, it will heat a small sized house, and to fully appreciate this stove you have to see it.



Empress Quebec Combination High Oven

Branches at Winnipeg, Calgary and Vancouver, an office at Montreal, are a guarantee of convenience for all our customers.

CHARLES FAWCETT
LIMITED

SACKVILLE ∴ ∴ N.B.

Winnipeg Calgary Vancouver
Montreal, 584 Rivard Street.

FAWCETT

Pipe and Pipeless Furnaces

Scorcher

This is a strictly wood furnace—made in three sizes—and will take big pieces of **cordwood 36″, 40″ and 56″ long,** according to the size of our furnace used, while the ordinary upright furnace can only take sticks 18″ to 24″ or 26″ long depending on the size of its fire pot. The SCORCHER is specially designed to fill the demand for a pipeless furnace that will thoroughly heat buildings with wood as fuel. The large size feed door will admit big, rough pieces of wood, and the illustration shows how different the design is from an upright furnace. There must be a demand for a WOOD PIPELESS FURNACE in your vicinity—better write for full information.

Rival Villa

There is a demand for a furnace costing about the price of a good heating stove. Here it is! This is a small portable type of furnace that is particularly adapted for installation in small homes.

It warms **all** the home with clean warm air, while a heating stove will only radiate heat for a short distance. It is always ready for instant use, and with the RIVAL VILLA in a home there is no fuel or ashes to carry through the house to create a mess that is difficult to clean up. The low cost will suit your "closest buyer."

We invite correspondence from dealers. Write to-day for prices, etc.

CHARLES FAWCETT
LIMITED

SACKVILLE ∴ ∴ N.B.

Winnipeg Calgary Vancouver

Montreal, 584 Rivard Street.

If interested tear out this page and place with letters to be answered

FAWCETT

The Finest Heating Systems

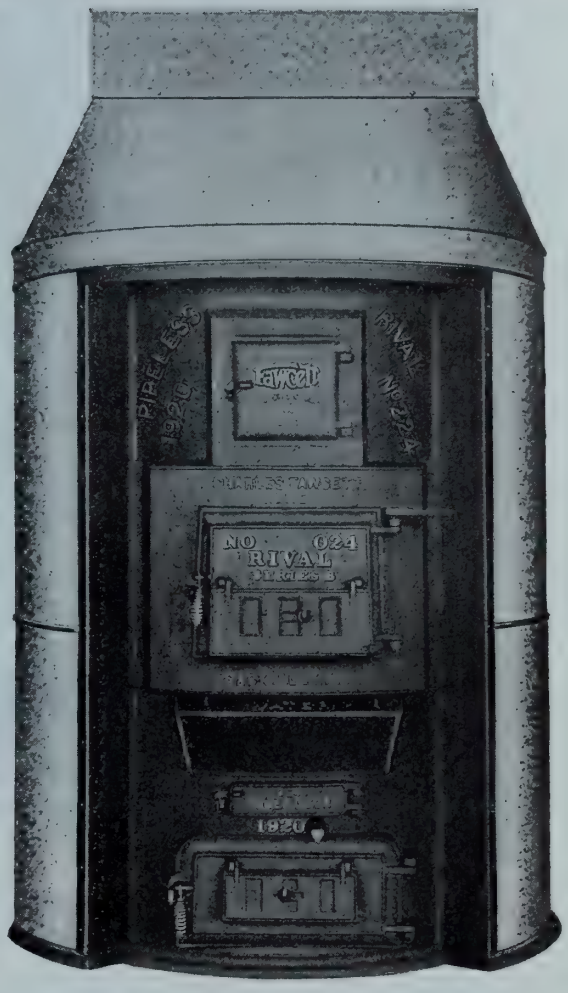
Peerless Rival

This pipeless furnace is a proven heating system that is absolutely sound in principle and has been proven so in practical use. This is the **elevated radiator** type that is recommended by furnace experts as superior to any other form of hot air furnaces for burning coal.

The PEERLESS RIVAL satisfactorily operates in residences, schools, churches, stores, etc., and will heat all parts of the buildings with clean invigorating warm air. **You** can guarantee every one because **our** guarantee is behind you. The ash pit is cast all in one piece, which effectually prevents any dust, gas, etc., escaping into the air chamber and on into the rooms above, as happens with many other furnaces.

The illustration enables you to see the permanent construction of the PEERLESS RIVAL that makes it do better work—do it more economically, and give unlimited satisfaction to the owners.

There is a big market for this furnace in your district—it is made in **five** sizes for pipeless or pipe installations.



You Not Only Buy Our Furnaces You Buy Service

Our Heating Engineers give you co-operation, advice and recommendations that assure you and your customers of correct installations.

Heaters!

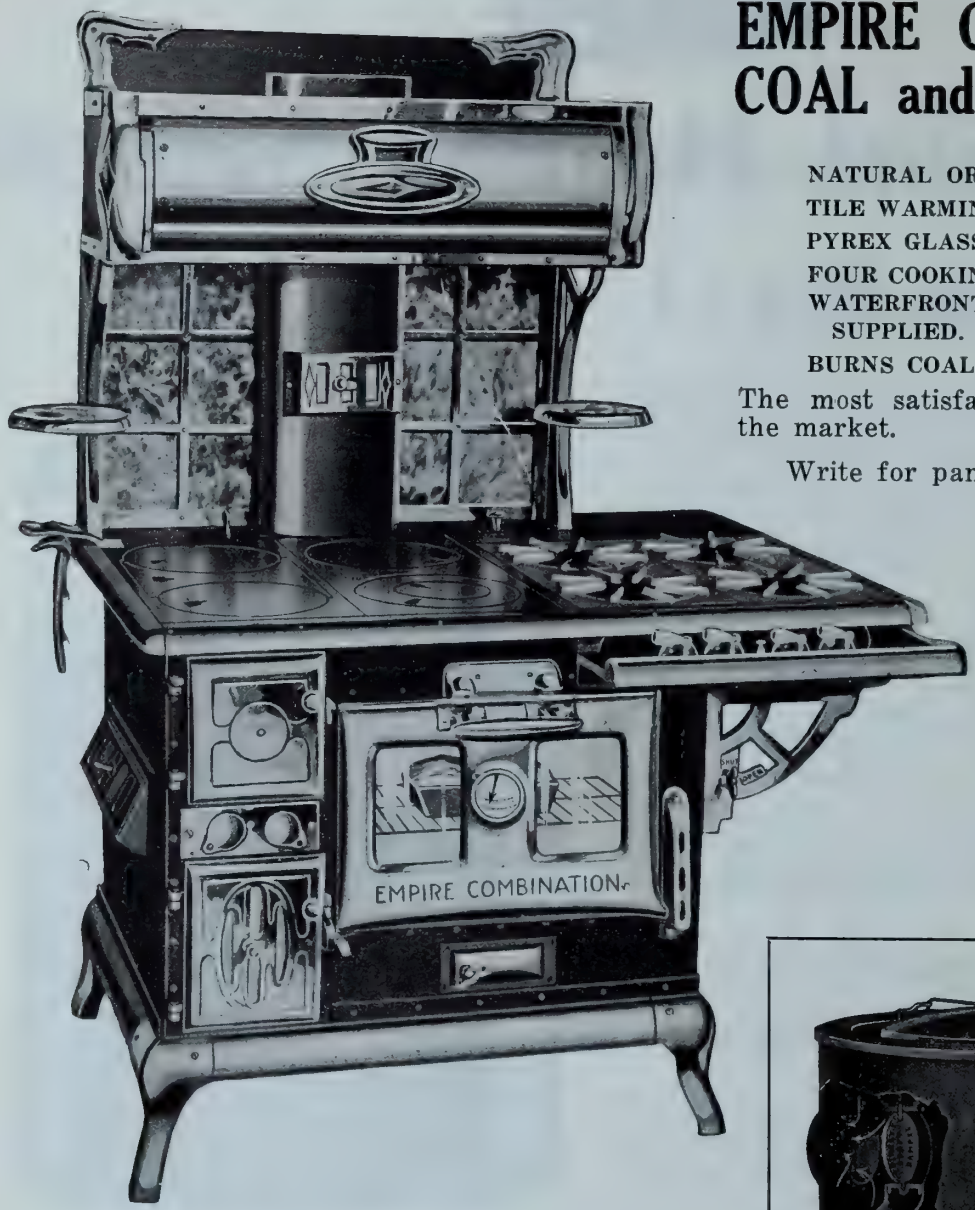
Our complete line of good heaters have been built to properly heat Canadian homes.

There is one to suit every need and pocket-book of any of your customers. Every one has the durability and right appearance that satisfies customers. We have been manufacturing for over sixty years.

A catalogue sent on request.

CHARLES FAWCETT
LIMITED
SACKVILLE ∴ ∴ N.B.

Winnipeg Calgary Vancouver
Montreal, 584 Rivard Street.



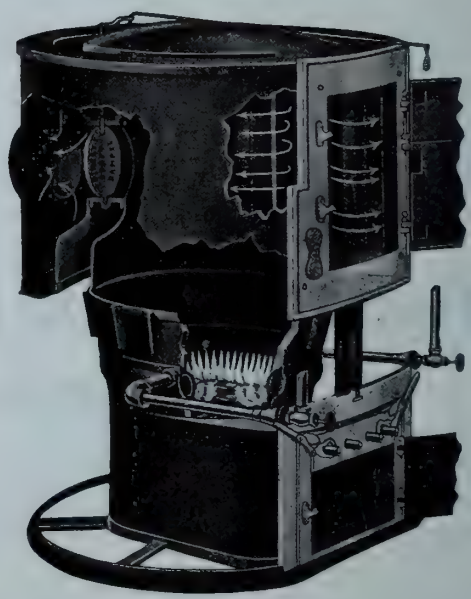
EMPIRE COMBINATION COAL and GAS RANGE

for

NATURAL OR ARTIFICIAL GAS.
TILE WARMING CLOSET.
PYREX GLASS OVEN DOOR.
FOUR COOKING LIDS FOR GAS.
WATERFRONT CAN BE SUPPLIED.
BURNS COAL, WOOD OR GAS.

The most satisfactory combination on the market.

Write for pamphlets and prices.



EMPIRE KING FURNACE

It pays to handle Empire King pipe and pipeless furnaces.

They are made in the following sizes:

Pipe furnace	Pipeless furnace
No. 200	No. 320
No. 350	No. 420
No. 400	No. 520
No. 500	

Write for full information.

EMPIRE STOVE & FURNACE CO.

BRIGHTER DAY QUEBEC

Cookers and bakers are giving splendid satisfaction.

Made in the following sizes:

NO.		SIZE OF OVEN
8.40	18	x 11½ x 10½″ wide
8.40 A	18	x 11½ x 12½″ wide
9.16 A	18½	x 11½ x 16″ wide

Can supply them with Triangular grates, Flat grates, or without grates.

NO. 9.16A BRIGHTER DAY QUEBEC

NO. 19.50 QUEBEC

EMPIRE QUEBEC HEATERS

Made with Triangular grates in the following sizes:

No. 19.30, 19.40, 19.50, 19.60.

With flat grates:

No. 300, 400, 300B, 400B.

Without grates:

No. 122, 133, 133B, 144, 144B, 155, and 166.

Also made with two hole top in above numbers and styles.

The most complete line on the market.

Write for folder and prices.

BRANCH
521 Henry Avenue
Winnipeg, Man.

AGENTS
Montreal Supply Co. Ltd.,
16 Craig St., W.
Montreal, Que.

LTD. OWEN SOUND, ONTARIO

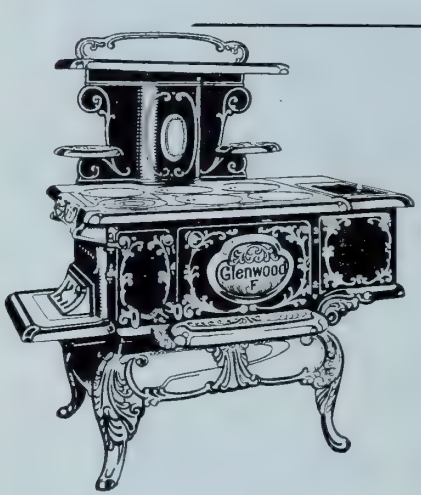
Gurney

"ROYAL OXFORD"

One of the long established Gurney Models, all of the good features of the Gurney Ranges are combined in this type. Exceptionally heavy fire bricks, non-warping grates, large oven. Simple in design. Attractive nickel trim. Made in one size only, four nine-inch covers. Can be supplied with reservoir or water front. Get our catalog and see the details of this range and our other cast lines.

The illustration is without High Closet. It can be furnished with the high closet at small additional cost.

The illustration shows the Royal Oxford Square, without High Closet



GURNEY "GLENWOOD"

Medium size, deep fire box, lined with high quality fire bricks, provided with direct draft damper, and check damper, six nine inch covers, end shelf, may also be supplied with high closet, or cast iron high shelf, with or without reservoir.

This is another very prominent member of our cast stove line, and for a good all round medium sized range it can not be beat. For other details of this range, get one of our new catalogs.
They are yours for the asking.

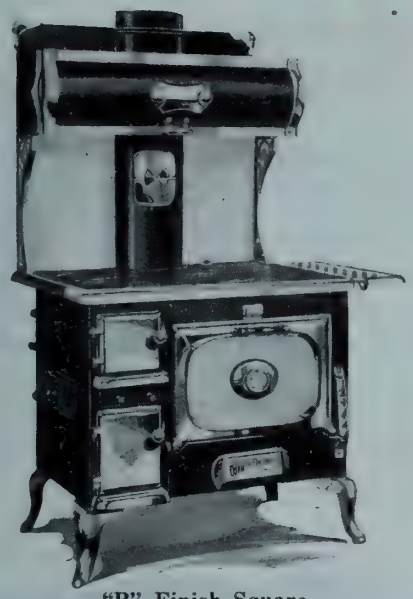
THE GURNEY
TORONTO

Montreal

VISIT US AT THE CANADIAN

Gurney STOVES & RANGES GURNEY

Gurney



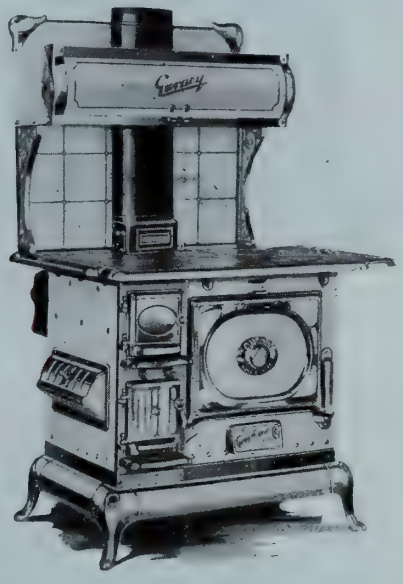
"B" Finish Square

GURNEY "ARCADIA"

A handsome range at a low price has been our ambition for years, and we have accomplished this in our "ARCADIA", nothing more could reasonably be expected at the price. The only reason that we can give such value is that we expect to place a great many of these in Canadian homes this year.

Four nine-inch holes, one reducing cover, heavy cast iron fire bricks, wood extension at back. Extra heavy duplex grates, for coal or wood, deep ash pit. Large square oven with thermometer, slide and direct draft dampers, high closet, copper reservoir and can be supplied with water front if desired.

Send for our new catalog for details of this range.



GURNEY "LAURENTIC"

A new steel range, medium size, four nine-inch holes and two seven-inch covers, with or without reservoir, with or without high closet, large square oven, fire box of unusually good design, beautifully trimmed, and will be appreciated in any kitchen. This range is also made in the "D" finish like illustration. This white enamel finish sets the stove off and makes one of the cleanest and most attractive looking ranges in our line.

Get our new catalog for the details of this stove.

FOUNDRY CO., Limited

CANADA

Winnipeg Vancouver

NATIONAL EXHIBITION

Gurney STOVES & RANGES GURNEY

Gurney

Gurney Rockland Heaters

Built of best grade blue steel, circular form fire pot, fireclay linings, distribute heat evenly. Built in two sizes, with either square or round top. High grade nickel trimmings. Is made with triangular roller grates, flat shaking grates, or with no grates.

Visit our Exhibit, Centre Stove Bldg.
Canadian National Exhibition
Toronto

Montreal No. 101

Gurney Montreal Heaters

Has practically all the good points of the larger Quebec Heaters, is intended for use where the area to be heated is not so great, made of high grade materials. Built in one size, with either round or square top. See illustration.

The Gurney Foundry Co., Limited

TORONTO - CANADA

Gurney STOVES & RANGES GURNEY

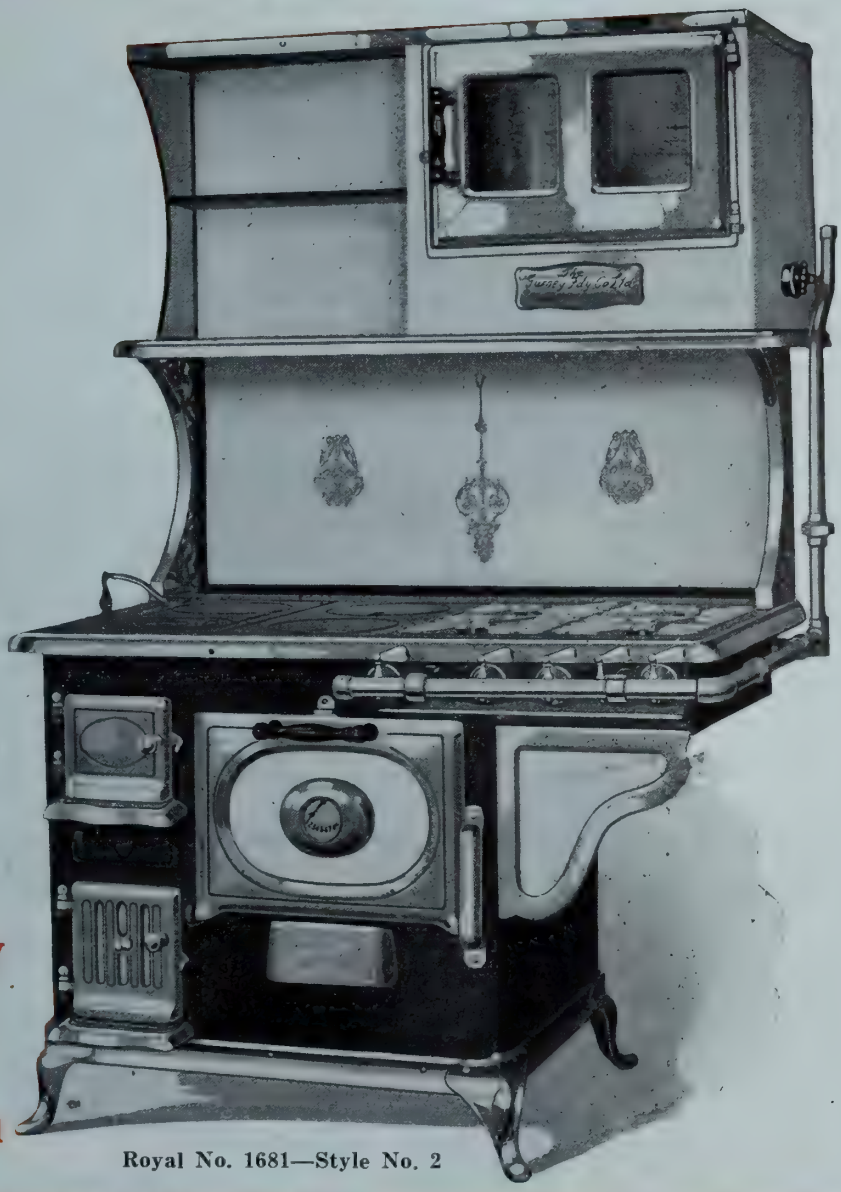
Gurney

Royal No. 1681
Combination Coal and Gas Range

Royal Combination

This Combination is designed with independent ovens for coal or wood, and gas; thus both fuels may be used for baking at the same time. Four cooking holes for coal, four burners for gas, two independent ovens, top is level right across, nickel trimmings, thermometer, nickel towel bar, and in every way a perfect range and an ornament to any kitchen.

Write for our catalog on these lines, and see the details of this stove.



Royal No. 1681—Style No. 2

Gurney Foundry Co., Limited

Toronto, Canada

VISIT US AT CANADIAN NATIONAL EXHIBITION, TORONTO

Gurney STOVES & RANGES GURNEY

Presenting
ROUND OAK
Specialties *to the Dominion*

You will find in the *complete* Round Oak line, a product to meet the need of every customer—whether for Pipe or Pipeless Furnace, Coal or Wood Range, Combination Coal and Gas Range, or Heating Stove.

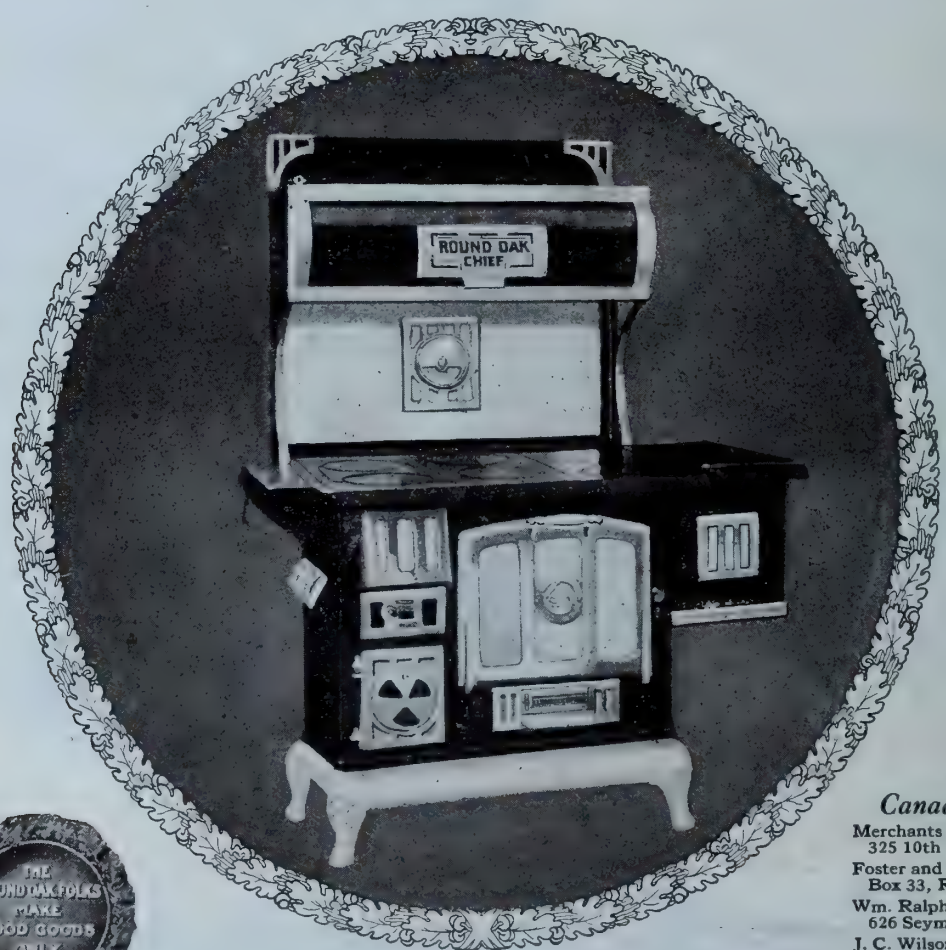
In more than two and a quarter million homes throughout North America, Round Oak Stoves, Ranges and Furnaces are in use. For the Round Oak Folks have made Good Goods Only, for more than fifty years.

The citizens of Canada are entitled to the fine service made possible by the many modern, patented Round Oak features and the quality sustained by a big and responsible organization.

And Canadian dealers are entitled to the excellent profit and good-will-building patronage which Round Oak products earn.

Our policy of protected territory—one dealer to a town—makes the Round Oak franchise most attractive. Let us send catalogs and full particulars.

THE BECKWITH COMPANY, Dowagiac, Michigan
"Round Oak Folks" *Established 1871*



Canadian Distributors

Merchants Hdw. Specialties, Ltd.
325 10th Ave. W., Calgary, Alberta

Foster and Frost
Box 33, Regina, Sask.

Wm. Ralph, Ltd.
626 Seymour St., Vancouver, B. C.

J. C. Wilson
69 Francis St., Winnipeg, Man.

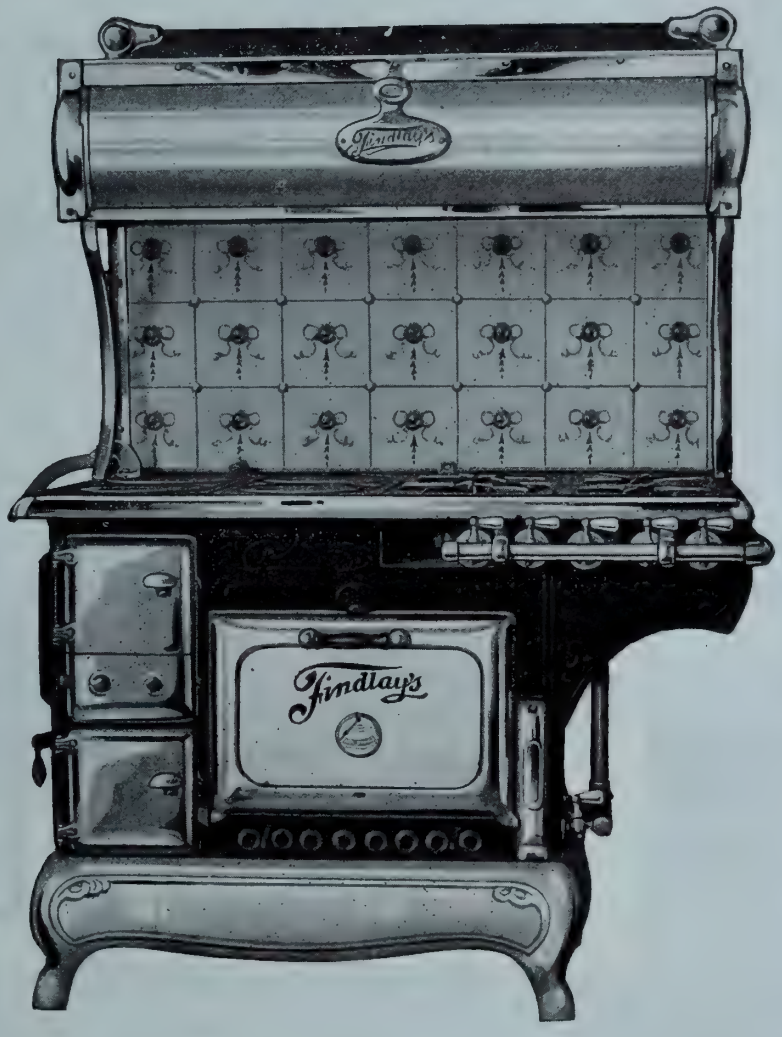
Alfred Babb
Portage La Prairie, Manitoba

If interested tear out this page and place with letters to be answered

FINDLAY'S COMBINATION ONE-OVEN RANGE

FOR GAS, COAL, AND WOOD

This Range is also made with High Oven for Gas only and Under Oven for coal, for those who prefer a two oven Range.



The FINDLAY COMBINATION is a real range, no experiment. It is guaranteed to cook and bake satisfactorily with gas or coal. Both fuels can be used at the same time, to speed up the kitchen work when necessary. This RANGE will be among our exhibits at the Toronto and Ottawa Fairs. We will be offering this range shortly as an Electric and Coal proposition.

MANUFACTURED BY **FINDLAY BROS. CO., LIMITED** CARLETON PLACE ONTARIO

REVILLON WHOLESALE LIMITED, Edmonton Alta., Wholesale Agents for Alberta
McPHERSON AND TEETZEL, Vancouver B. C., Wholesale Agents for British Columbia

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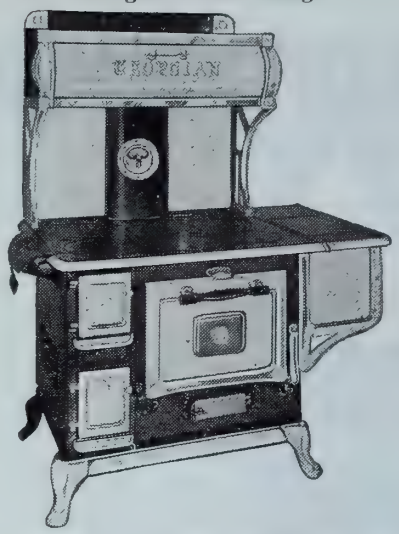
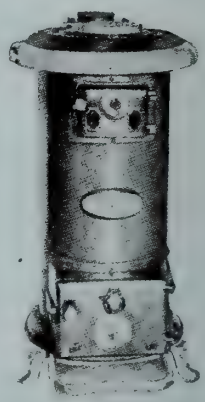
"Georgian" Steel Range



DO NOT DECIDE WHAT LINE OF STOVES YOU WILL CARRY THIS SEASON UNTIL YOU HAVE INVESTIGATED THIS LINE, THEY ARE FAST SELLERS, PROFITABLE AND WILL SATISFY YOUR CUSTOMERS



"Quebec" Heater

Look for our Booth in the Stove Building - Canadian National Exhibition

Well finished, small size, all the fine qualities of the higher priced larger ranges, for small families, apartments and kitchens where space is limited.

Full polished top, copper reservoir, thermometer, plain smooth nickel parts, white enamelled high closet door, white enamelled splash back.

A wonder for its size and price. Write us for full specifications and prices.

Heavy gauge blue polished steel, fire brick lining throughout. Grate bars removable through ash door. Air tight construction, extra deep ash pit. Highly polished nickel plated trimmings. Everything a Quebec Heater could be and the price is right. Write us for full specifications.

WHITE'S LIMITED - COLLINGWOOD ONT.

DISTRIBUTORS IN ONTARIO FOR THE FAMOUS LINE OF
THE DOMINION STOVE & FOUNDRY CO., LIMITED.

Six-hole Top—14-inch Oven

THE THRIFTY ALLIANCE RANGE HEATER

For Coal or Wood

Sectional View

Dealers are finding this Range Heater a splendid seller. Well made and highly finished, and burns either coal or wood.

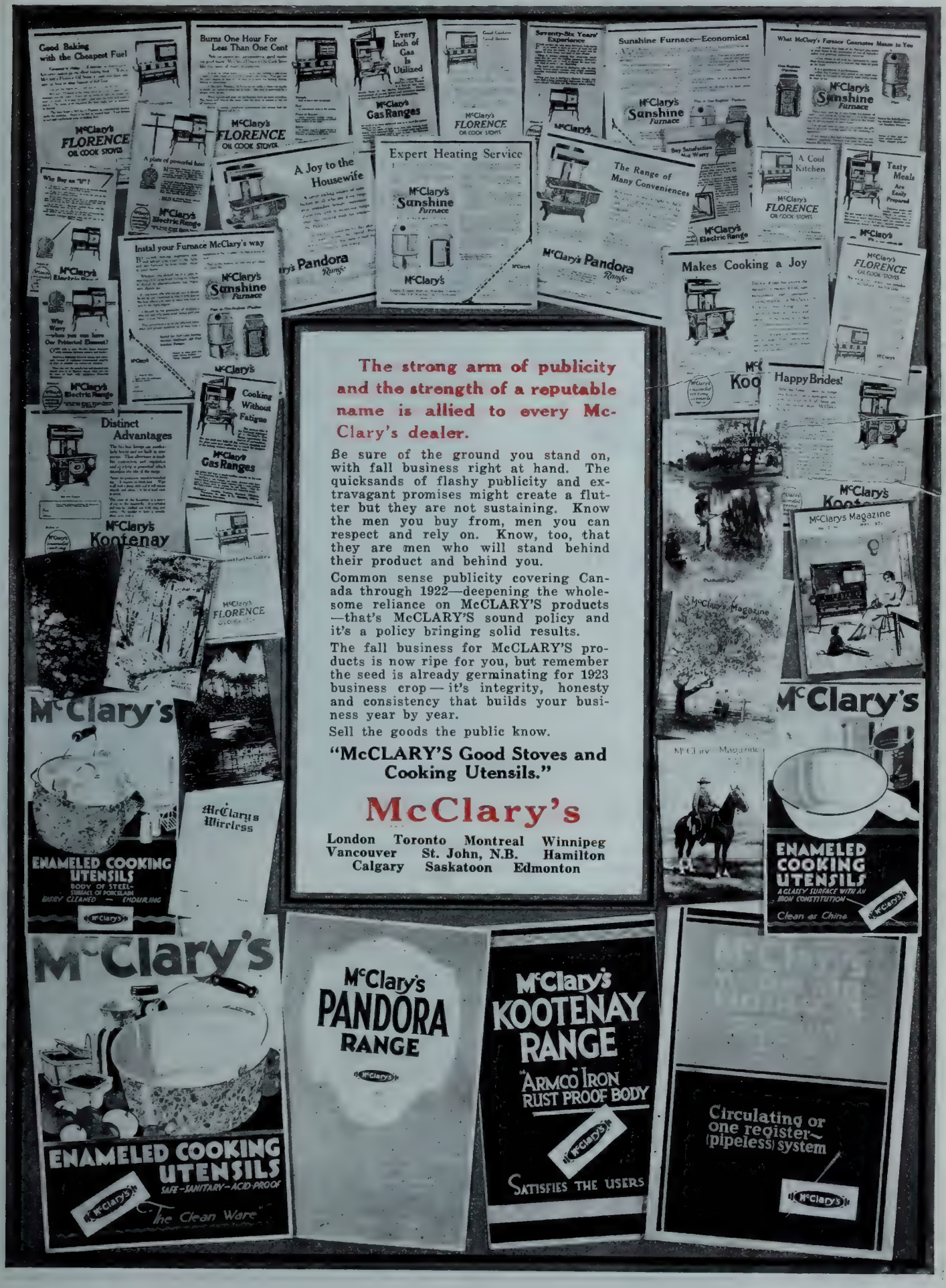
Very economical in fuel. A perfect baker and cooker. Sells at a low price and gives dealers a handsome profit.

Made in twelve styles, with or without Reservoir, Coal Grates, High Shelf and High Closet.

Have you written for prices?

Lamarre & Company, Ltd.

St. Remi, Que.



The strong arm of publicity and the strength of a reputable name is allied to every McClary's dealer.

Be sure of the ground you stand on, with fall business right at hand. The quicksands of flashy publicity and extravagant promises might create a flutter but they are not sustaining. Know the men you buy from, men you can respect and rely on. Know, too, that they are men who will stand behind their product and behind you.

Common sense publicity covering Canada through 1922—deepening the wholesome reliance on McCLARY'S products—that's McCLARY'S sound policy and it's a policy bringing solid results.

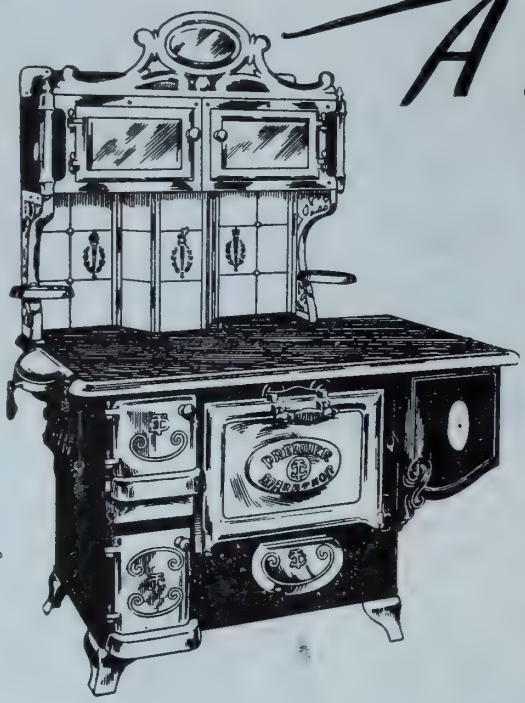
The fall business for McCLARY'S products is now ripe for you, but remember the seed is already germinating for 1923 business crop—it's integrity, honesty and consistency that builds your business year by year.

Sell the goods the public know.

"McCLARY'S Good Stoves and Cooking Utensils."

McClary's

London Toronto Montreal Winnipeg
Vancouver St. John, N.B. Hamilton
Calgary Saskatoon Edmonton



A lifetime Gift

Many dealers are finding a good talking point in selling Stoves and Ranges from the "gift" standpoint.

It is a common practice in many homes, at certain periods of the year, to give gifts in the form of useful household equipment and for this purpose a Davidson Range is about as satisfactory as any selection that can be made.

The Davidson Range possesses all the requirements that the gift of a lifetime should possess, and of the many lines that we make, we have selected as the gift to last a lifetime the

"Premier Marathon"

All-Steel Range

It is something by which everybody in the household will benefit. It is guaranteed by us to be the best value in any steel range on the market.

The "PREMIER MARATHON" can be supplied with white enameled panels on back and oven door, nickel plated trimmings, also a high warming chest or Persian Closet, or tea shelf. There is a heavy seven-gallon copper reservoir at back which ensures warm water all the time. The grate will give an even, thorough combustion of coal and will be found most economical, while the oven itself is well insulated and ventilated, and is quick baking. The front section conveniently lifts for toasting, broiling or adding coal.

The "PREMIER MARATHON'S" main features are Quick Baking, Correct Regulation, Durability and Economy. It comes in several sizes and styles.

Send for illustrated folder **"Davidson's Stoves and Ranges,"** free on request, featuring other Premier Stoves — **"Leader," "Argus," "Knight," "Royal," "Chieftain."**

BRANCHES:
Toronto,
Winnipeg,
Calgary,
Vancouver.

The Thos. Davidson Mfg. Co. Limited
ESTABLISHED 1860

Makers of the PREMIER ENAMELEDWARE of Canada and of 15,000 Kitchen and Household Utensils

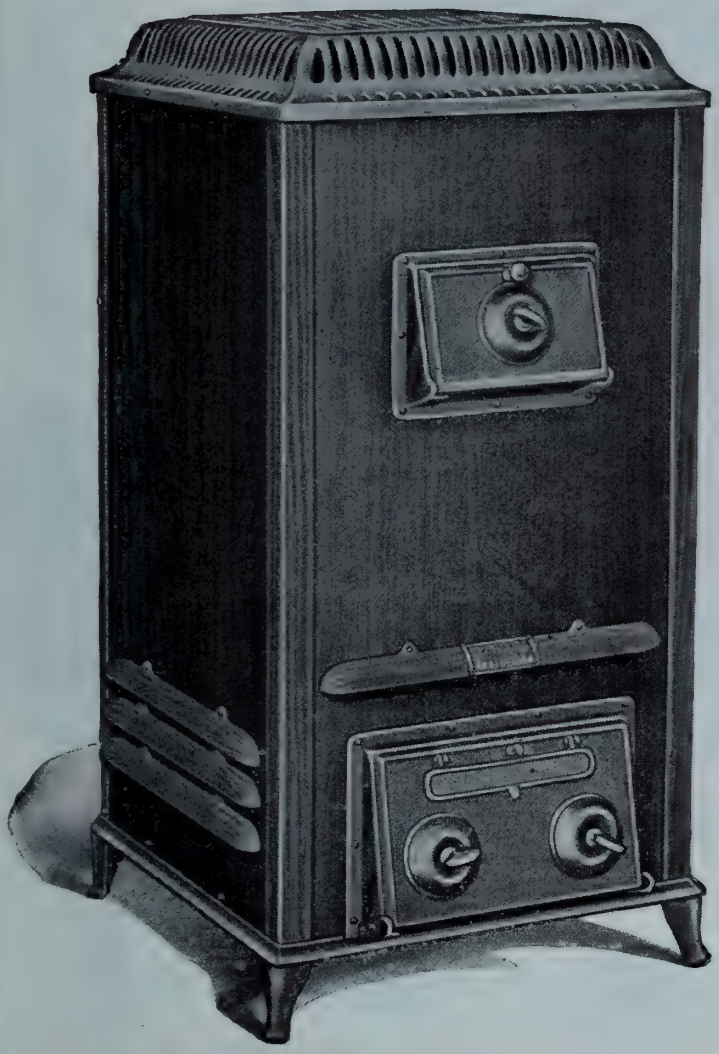
Head Office: MONTREAL
Steel Foundry Division: Turcot, Que

DAVIDSON

DAVIDSON'S Stoves and Ranges MADE IN CANADA THE SEAL OF DURABILITY

If interested tear out this page and place with letters to be answered

SOUVENIR SUPER-HEATER



It's Going to be a Big Seller this Fall.

This wonderful pipeless furnace that looks like a mahogany cabinet, and which burns hard coal, soft coal or wood, is attracting a great deal of attention throughout the country and is going to be a big seller this Fall—it can be placed in the best room and will heat any medium-sized house of from three to six rooms.

If you have not yet made arrangements to handle it you should do so at once. We are in a position to make immediate shipments for any quantity you require.

The Souvenir Super Heater is the greatest invention in stove building in the last fifty years. Order one to-day and place it in your window and watch your sales grow.

Write, wire, or phone us for further particulars, prices and descriptive folders.

Also makers of the famous line of—

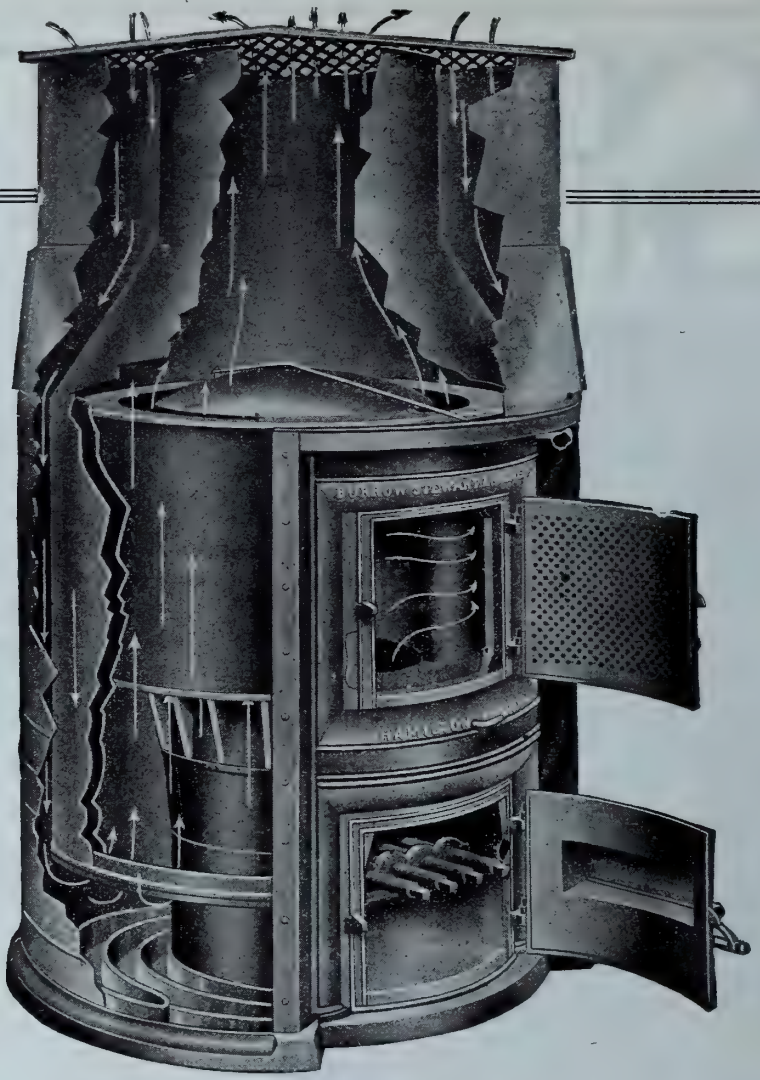
"SOUVENIR" Stoves and Ranges
"NEW IDEA" Pipe and Pipeless Furnaces

The Hamilton Stove & Heater Company, Limited
HAMILTON Successors to GURNEY TILDEN CO., LTD. WINNIPEG

J. E. MARANDA, Factory Travelling Representative for Quebec, ST. HILAIRE, QUEBEC
WHITES LIMITED, Collingwood, Ont., Northern Ontario Distributors for SUPERHEATER

MARSHALL WELLS CO., LTD. - - WINNIPEG, MAN.
Superheater Distributors for
MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

If interested tear out this page and place with letters to be answered



The Furnace That Heats With Less Fuel

Your customers this fall will be keenly, vitally interested in the matter of fuel.

More than ever, "How much coal will it burn?" will be the BIG question in the mind of a prospective furnace buyer.

In the Jewel Pipeless Furnace the materials, the workmanship and the designing, particularly in the matter of air circulation, on which the heating value of a Pipeless Furnace depends, are of a distinctly superior character.

No furnace could be better designed to receive cool, returning air; to so promptly heat it and send it forth again, bringing grateful, genial warmth to every corner of the house.

The application of sound, time-tested knowledge of heating problems, plus sturdy materials and expert workmanship, makes the Jewel Pipeless A FURNACE that HEATS WITH LESS FUEL.

Secure the Agency for Your Territory Now!

Manufactured by

The Burrow, Stewart & Milne Co.

LIMITED

Hamilton - Ontario

Branches: Toronto, Winnipeg, Montreal

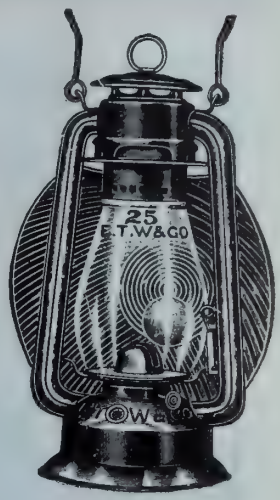
If interested tear out this page and place with letters to be answered

CRICKET CANDLE LANTERNS
With candles—clear or colored globes.

TRULITE COLD BLAST ROADSTER
With side clips and rear red signal

No. 17 COLD BLAST DASH
Prices on all Lanterns reduced June 17th

WRIGHTLITE COLD BLAST
Banner, Trulite, Wrico—all the established Canadian brands.



No. 25 REFLECTOR
No other manufacturer offers this unrivalled assortment.

For Fall Business

With the coming of Autumn nights, lanterns and lamps long unused are being once more hauled forth and carefully inspected by your customers.

Many found outworn must be replaced by new.

"Banner," "Trulite," "Wrightlite" and "Wrico" Lanterns, because of their sturdiness, their fineness, their absolute reliability and their olden reputation with the trade and the public, are your best choice for this season's supply.

We offer you your choice of the standard Canadian brands at the low prices prevailing since the considerable reduction recently put into effect.

Have you our general illustrated catalog and net price list? If not, write us immediately. You should have this convenient and helpful book before you.

GARBAGE PAILS
Ordinary and "SURE-LOCK" Covers.

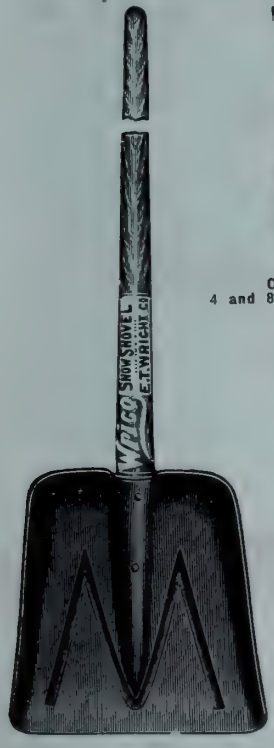
SCHEIP'S PATENT STOVE PIPE
Will not telescope. Locks rigidly.

CANUCK BREAD MIXERS
4 and 8 loaf sizes. Efficient and sanitary.

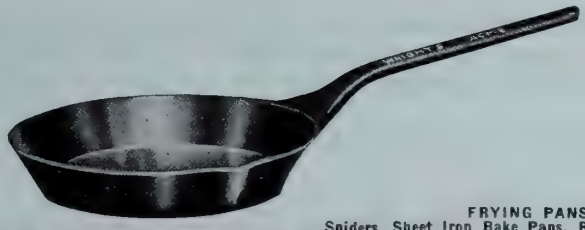
CANUCK
Children's Snow Shovels. Extreme length 36 ins. Blade 7 1-2 x 10. Book now. Ready now. Quotation on application.

JUNIOR

STOVE PIPE ELBOWS
O. H. and Cooper Patterns in Black, Galvanized and Tin. 3, 4, 5, 6, 7, 8, 9, and 10 inch.



WRICO SNOW SHOVELS
Japanned and Galvanized "Canuck" Extra wide and strong.



FRYING PANS
Spiders, Sheet Iron Bake Pans, Roast Pans—in all sizes.

FIRE SHOVELS
Japanned and Galvanized, Light and Heavy Qualities, short and long handles.

E. T. WRIGHT Company, Limited

HAMILTON - ONTARIO

If interested tear out this page and place with letters to be answered

Purity

98-99% Pure Aluminum Used

Reliability

Any Article Replaced if Defective Without Cost

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINUM WARE

Durability

Will Last a Lifetime

$50

Complete With Window Display

This Display Sells Oakville Aluminum

Oakville Aluminum, so easy to clean, so light to handle, is quickly sold when displayed in your windows as here suggested.

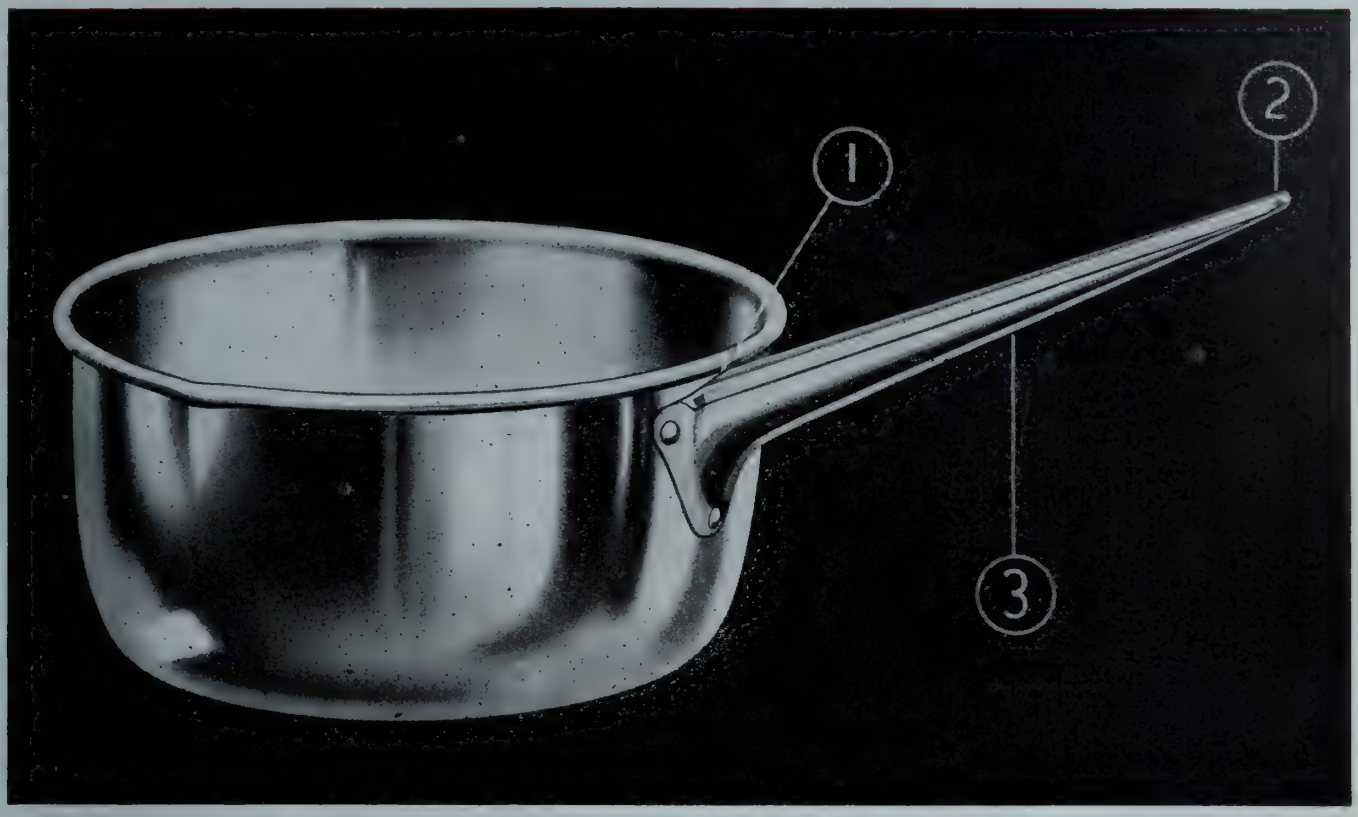
Oakville Aluminum lasts a lifetime, is sightly and handsome and a very profitable line to handle. Highly polished, and sun-ray finish inside.

Write at once for the assortment here illustrated.

The Aluminum Ware

RICHARDSON & BUREAU, MONTREAL, *Agents*

"Will Outwear



The New "Oakville" Handle

1. Fits snugly under the bead without cracks or openings for dirt or germs to lodge.
2. Convenient, handy design with generous hole in handle for hanging.
3. Cool, sanitary; fits the hand; rounded grip.

Oakville Tea Kettles and Tea Pots

The welded spout on Teakettles and Teapots is one of the new strong selling features of Oakville Ware.

Oakville Aluminum in quality, workmanship, finish and all-round saleability are at the top of the market.

Write for catalogue and prices.

Manufacturing Co., Limited

OAKVILLE, ONTARIO

Any Ware"

"I wish my entire stock were Disstonized!"

THAT is the tribute paid to the Disston line by Frank V. Turner, a progressive hardware merchant. After making that statement he wrote to our company as follows:

> "—we find it is a fact that the Disston products are in demand and are much easier sold than many other lines. In this connection will say that one day last week a clerk was showing our line of saws to a prospective customer and presently handed him a Disston saw, pricing it at the standard price, and the fellow at once said: 'That is the saw I want, for I know what I am getting when I get a Disston Saw.' So it is no wonder that I was led to remark that 'I wish my entire stock were Disstonized.' You surely have my permission to use the above remark, for we positively do feel that if all lines were as well known and gave as universal satisfaction as this line, sales would be much easier and our customers well satisfied."
>
> Yours Respectfully,
>
> FRANK V. TURNER

Now study the list of tools shown on the opposite page. Only a fraction of the complete Disston line is shown, but all the tools will find a ready sale in your store ***now.***

DISSTON
SAWS TOOLS FILES

To Help You DISSTONIZE Your Stock

Here are tools that are easy and profitable to sell

(1) Disston Screw Driver. Blades of special grade of steel found to give greatest durability. Properly fitted handles of hardwood, comfortable to the hand.

(2) Disston Marking and Mortise Gauges. Varieties range from those made of plain hardwood to more expensive box and rosewoods, with plated cutting heads and stem.

(3) Disston Back Saws. Blades of Disston-made Steel evenly tempered and accurately ground to run with minimum amount of set.

(4) Disston Taper Files. These are the files for long life. Files are subjected to actual filing test before passing inspection at the factory.

(5) Disston Plastering Trowel. Our line of plastering trowels is more complete and varied than any line on the market. Tight rivets, thin blades, mountings and handles properly placed insure proper balance and ease in working.

(6) Disston Hack Saw Frames. All styles. Model shows extension frame. Very strong and rigid. Design of handle affords easy operation and control.

(7) Disston Hand Saws. The standard the world over. We are the oldest and largest manufacturers of hand saws in America.

(8) Disston Brick Trowels. Are made with careful consideration given to balance, lift and weight. Obtained by up-to-date forging and grinding facilities.

(9) Disston Saw Sets. Made on the proper principles. Have a double lever. One plunger tightly clamps saw blade on the anvil, while the other sets the tooth. Adjustable for various points of saws

(10) Disston Try Squares. Made from well-seasoned lumber to prevent warping and cracking. Blades made of spring steel accurately finished and graduated. Heavy Brass face firmly secured to the stock.

(11) Disston Compass Saws. Screws all the way through handle and blade fastened with flush nut.

(12) Disston Adjustable Plumb and Level. Quick and simple of adjustment, at same time accurate. No springs to get out of order. If level has been disturbed slight turn of a screw will set the bubble true. Complete assortment.

(13) Disston Mill Files. About 35,000 dozen files are annually consumed by our workmen in the manufacture of Disston Saws. This gives us an accurate check on the quality of our files.

(14) Disston Chromol Hack Saw Blades. They are made from special alloy steel, milled teeth and set with raker tooth to obtain greatest ease and clearance in cutting.

Disston Saws, Tools and Files are sold by leading jobbers everywhere. Write to us for information on any of the tools shown here.

Henry Disston & Sons, Ltd.

Toronto, Canada

Branch: Vancouver

If interested tear out this page and place with letters to be answered

Why Hardware and Metal has Such a Large Western Canada Circulation

THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Western Canada.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the only hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

Member A.B.C. **HARDWARE & METAL** *Member A.B.P*

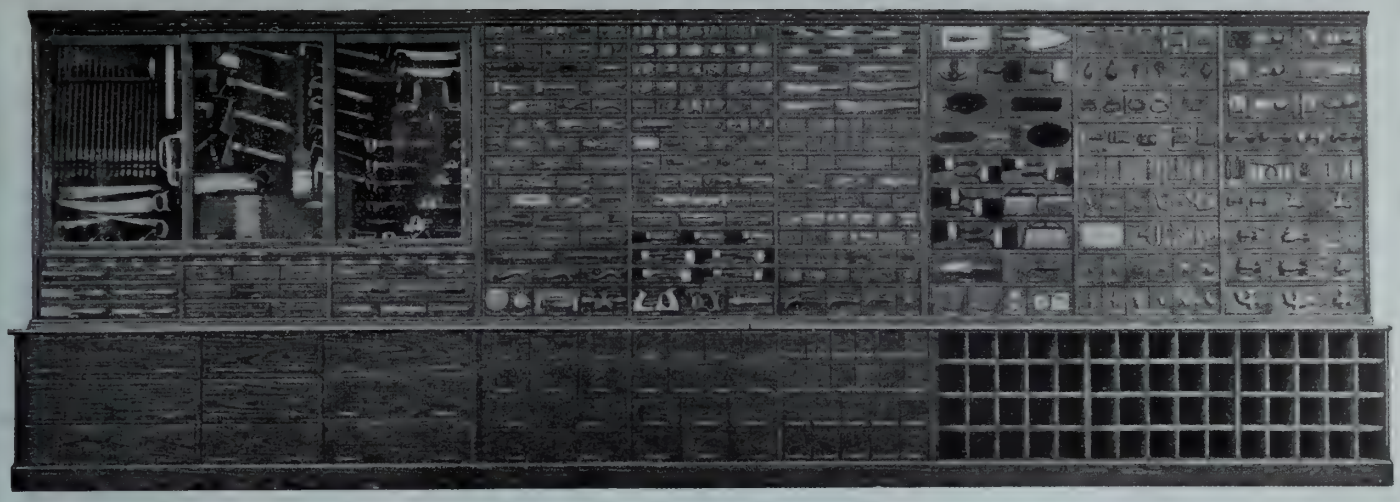
Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

UNITED STATES OFFICES—New York, Room 1606, St. James Building, 1138 Broadway, (corner 26th Street; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn St., Phone, Wabash 9430.



Attractive Display Means Increased Sales

Keep a good stock and display it well and you will greatly assist the personal sales ability of yourself and your employees.

Attractively displayed merchandise in the best store equipment you can buy will enable you to make many sales where ordinarily you would be supplying only the existing needs of your customer. Then there is the importance of keeping everything where it is readily accessible. Cameron fixtures are built on the interchangeable unit system. All bases and sections are interchangeable, enabling you to re-arrange your stock and fixtures at any time. Cameron fixtures are adaptable to any size store.

All shelving in sections or bases, open or behind doors, is adjustable. The end panels of the sections and bases are removable and can be supplied as required.

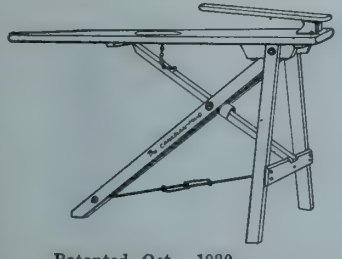
The boxes are standard metal shelf boxes with exception of the large drawers, which are more practical in wood.

Send us rough sketch showing ground plan and dimensions of your store. We can give you valuable assistance in solving your store arrangement and equipment problems.

Write for complete Catalogue of Cameron Fixtures for Every Purpose.

Cameron & Company
74 Logan Ave. Toronto

The "Canadian Maid"



Patented Oct., 1920.

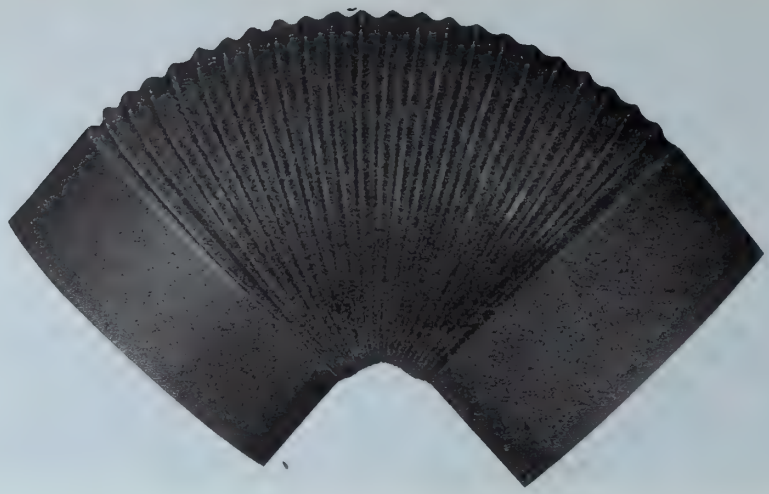
the very latest thing in Ironing Tables

It is firm as a rock.
Weighs less than 18 lbs. but will support over a half ton.
Simple to operate, and the most substantial Ironing Table made.
Folds up into about three ins. of space.
Retails at $3.90 and $4.50 if equipped with Sleeve Board.
Liberal discounts to dealers.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario

Write to-day for prices and descriptive literature.

If interested tear out this page and place with letters to be answered



Be sure to specify
"Le Tin Co."
It Stands for Quality

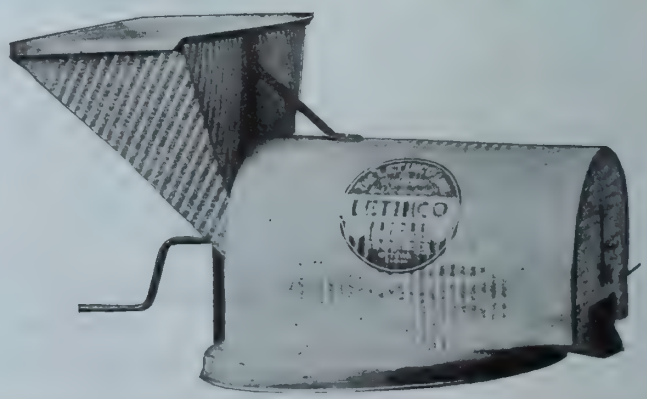
Look over the list of specials we carry:

Ice Cream Freezers	**Honey Cans**
Wash Boilers	**Syrup Cans**
Stove Pipes	**Sap Buckets**
Stove Pipe Elbows	**Bread Boxes**
Ash Cans	**Bake Tins**
Ash Sifters	**Dairy Supplies**

Our goods are attractively got up and they will please.

It will pay you particularly at this time of the year to inquire about **the Rideau Ash Sifter.** The most convenient and economical product of its kind on the market. It is dust-proof, separates the coal from the ashes, and can easily be operated by a child. It is made of corrugated galvanized iron and fits either can or barrel. Sold by leading Wholesale Hardware Dealers. Now is the time to book your fall and winter orders.

Drop us a card and we will give you full information.



Leslie Tinware Co. Limited

114-116 SCOTT ST., OTTAWA, CANADA

QUALITY

TORONTO QUALITY ROOFINGS LOOK DIFFERENT—ON THE OUTSIDE AND ARE DIFFERENT—ON THE INSIDE

THERE IS A WORLD OF DIFFERENCE IN ROOFINGS

The paper-soled shoe may look like its cousin of solid leather—but it really is DIFFERENT, and this difference is emphasized in wet weather. It is just the same with roofing—the ordinary kind—that someone will ask you to buy because it is cheap; and that is really not made to withstand rain and sleet, scorching sun and the vicissitudes of bad weather.

BUT—TORONTO QUALITY ASPHALT ROOFINGS ARE DIFFERENT!

Every little item that enters into the manufacture of these superior products is selected by an expert, and manufactured under the "James Milne Process," which insures you TROUBLE-PROOF ROOFING.

Toronto Quality Asphalt Slates were recently selected for the roof of the Sunnyside "Merry-go-Round" Pavilion, in Toronto. These Slates were laid in mid-winter and have withstood the violent spring storms off Lake Ontario, immediately after being laid, and they present an attractive and finished appearance unobtainable in a less worthy product.

We ask you to buy them because of their inbuilt quality.

TORONTO QUALITY ASPHALT ROOFINGS MAY COST MORE BECAUSE THEY ARE WORTH MORE, BUT THEY ARE WORTH MORE THAN THEY COST

TORONTO ASPHALT ROOFING MFG. CO.

LIMITED

MOUNT DENNIS ∴ ∴ ONT.

If interested tear out this page and place with letters to be answered

Black Diamond Files

for dependability

Dependable tools are essential to a good job. That's why you find Black Diamond Files in the tool kits of experienced file users. They are satisfactorily sharp, keen tempered and durable.

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

Of Course It's Efficient and Dependable

Fig. 720

—*It's a JENKINS Rapid Action VALVE*

It isn't possible for you to give your customer a more satisfactory quick-opening valve than this genuine Jenkins Model.

Particularly adapted for laundry service these Rapid Action Valves save valuable time in filling washers. They open full with one-quarter pull of lever and stay open automatically. A slight pull on lever and they are closed tight. No leakage. No water waste.

Jenkins Rapid Action Valves are made for use in laundries, garages, creameries (for bottle washing), shower baths, steam pressing tables and wherever else a quick-opening valve is needed.

Write for prices and descriptive literature.

JENKINS BROS., LIMITED
103 St. Remi St., Montreal
TORONTO WINNIPEG VANCOUVER

European Branch:
6 Great Queen St., Kingsway,
London W.C. 2, Eng.

Jenkins Valves
SINCE 1864

If interested tear out this page and place with letters to be answered

CRANE FITTINGS

MALLEABLE ——————— CAST IRON

Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST.JOHN,N.B.,QUEBEC,SHERBROOKE, EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

10

If interested tear out this page and place with letters to be answered

GTD REAMERS
CLEAN --- TRUE!

Hand Reamer

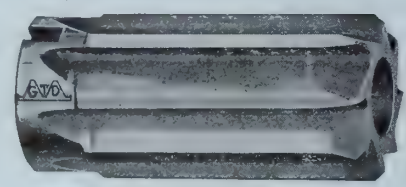
It takes years of experimenting and study to design a successful reamer that will produce uniformly smooth, straight, round holes—economically. Too much or too little rake or clearance, or incorrectly spaced teeth and the balance is lost.

There's 50 years' experience back of GTD reamers, 50 years of successful operation to their credit and almost 50 styles described in our new Small Tool Catalog, No. 46A.

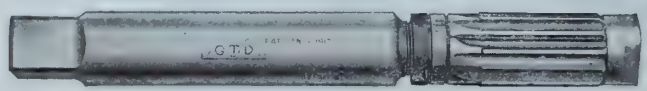
Users of GTD Reamers will tell you what dependable, long service, economical tools they are—typical GTD products, from cutting edge to core. Specify GTD on your next order.

Chucking Reamer with Morse Taper Shank

REG. U.S. PAT. OFF.
GTD



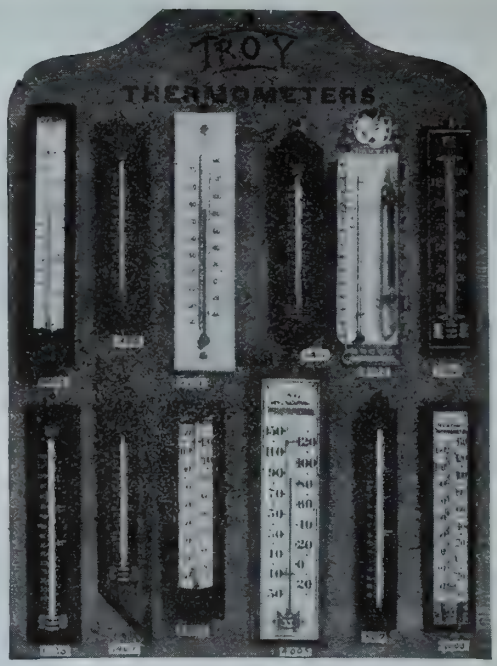
Rose Shell Reamer, ½" to 2 13/16" Diameter.



GTD No. 490 Adjustable Reamer.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

GTD TAPS, DIES, SCREW PLATES
TWIST DRILLS, PIPE TOOLS



Troy assortment No. 2, twelve styles, twenty-four thermometers. Unfading red liquid. List price $15.00—retail price of individual thermometers ranging from 25c to $2.00.

25c to $2.00
TELLS THE STORY

There is a thermometer shown here to fit the pocketbook of any one of your customers.

DEALERS, THEMSELVES, made up these two assortments—containing those thermometers that gave them the best rounded stock and a complete range of prices, to meet their customers' demands.

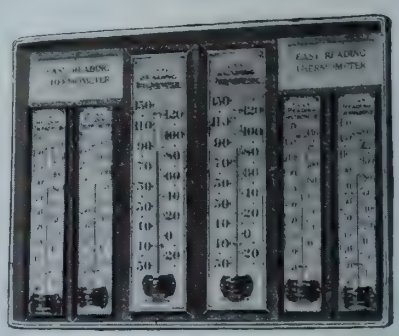
Mounted on cardboard, each set is easily displayed and invites sales.

Leading jobbers act as distributors. If your jobber cannot furnish them, we will supply you direct.

Write for merchandising plan on Wilder Cooking Thermometers.

WILDER-PIKE THERMOMETER COMPANY
TROY, N.Y., U.S.A.

Canadian Representatives: **COHOON & PUGH**
11 St. Sacrament St., Montreal



Assortment No. 25—one-half dozen thermometers. Two styles. Assorted colors. List price $2.50.

If interested tear out this page and place with letters to be answered

WAYAGAMACK PURE KRAFT

Is an Ideal Paper

for use as a wrapper or cover for articles of every description.

It can be obtained in Glazed or Unglazed finish and in Plain, Finestripe and Broadstripe patterns from the following wholesalers.

NEW BRUNSWICK

ST. JOHN—Schofield Paper Company, Limited.

ONTARIO

OTTAWA—Continental Paper Products, Limited.

TORONTO—Kilgour Bros., Limited.
H. E. Livingstone & Company.
Ratcliff Paper Company, Limited.
Wilkinson Paper Company, Limited.
Wilkins Smallware Company.
Weatherhead Paper Company, Limited.
Cameron & Fraser.
The Brown Bros., Limited.
Victoria Paper & Twine Co., Ltd.

HAMILTON—Walter Woods, Limited.

LONDON—Reid Bros. & Company, Limited.
H. T. Reason & Company.
The E. B. Eddy Company, Limited.

FORT WILLIAM—Tees & Persse, Limited.

ALBERTA

EDMONTON—John Martin Paper Company, Ltd.
Western Supplies, Limited.

CALGARY—Stanley Paper Company.
John Martin Paper Company, Limited.

BRITISH COLUMBIA

VANCOUVER—Columbia Paper Company, Limited.
J. C. Wilson, Limited.

VICTORIA—Columbia Paper Company, Limited.

NOVA SCOTIA

HALIFAX—The E. B. Eddy Company, Limited.
Schofield Paper Company, Limited.

QUEBEC

QUEBEC—Lucien Frigon.
St. Lawrence Paper Bag Company.

MONTREAL—Continental Paper Products, Limited.
Dominion Paper Company.
The E. B. Eddy Company, Limited.
M. S. Kilby, Limited.
Alex. McArthur & Company, Limited.
MacGregor Paper Company, Limited.
Robertson & Parker.
Victoria Paper & Twine Company, Ltd.
J. C. Wilson, Limited.
E. A. Cole & Company, Limited.
Munderloh & Company, Limited.
Librairie Beauchemin, Limited.
Beveridge Supply Company, Limited.

MANITOBA

WINNIPEG—Kilgour Bros., Limited.
John Martin Paper Company, Limited.
J. C. Wilson, Limited.
Walter Woods, Limited.

SASKATCHEWAN

REGINA—Paper & Stationers, Limited.

MOOSE JAW—Tees & Persse, Limited.

SASKATOON—Tees & Persse, Limited.

Wayagamack Pure Kraft

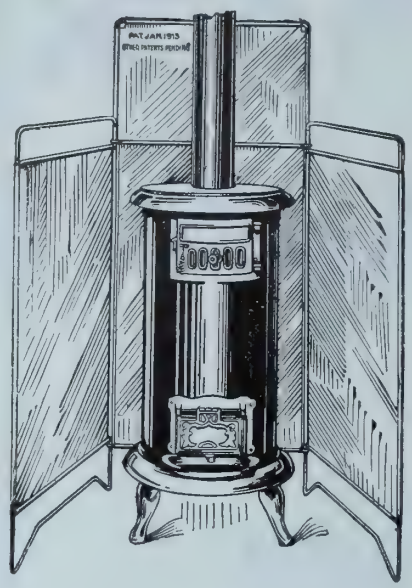
means

Strength and Security

If interested tear out this page and place with letters to be answered

FIRE SCREENS

for STOVES and HEATERS



Pat. Jan., 1913 Pat. May, 1921

50,000 of these screens

will be sold this fall—your locality will be included.

Are you going to cash in on this easy selling necessity?

Made with bright tin plate they are very attractive in appearance.

Adaptable **Collapsible**
Ornamental **Absolute Protection**

Small size packed ½ doz. in carton.
37 inches high.
17½ inches wide when folded.
47 inches centre sheet to top of extension.

Large size packed ¼ doz. in carton.
46 inches high.
20 inches wide when folded.
60 inches centre sheet to top of extension.

Small size retails at $3.25 each.
Large size retails at $4.50 each.

Order from your jobber or write us direct.

Patentees and Sole Manufacturers

Guardian Fire Screen Mfg. Company

Ville St. Pierre, Montreal, Que.

Do You Find Files Sluggish ?

You shouldn't and you won't if you stock one of these standard brands.

It is hard to sell a practical man a tool he doesn't know. File users *know* these brands, and require no urging.

Your jobber can supply you promptly; we carry large reserves.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

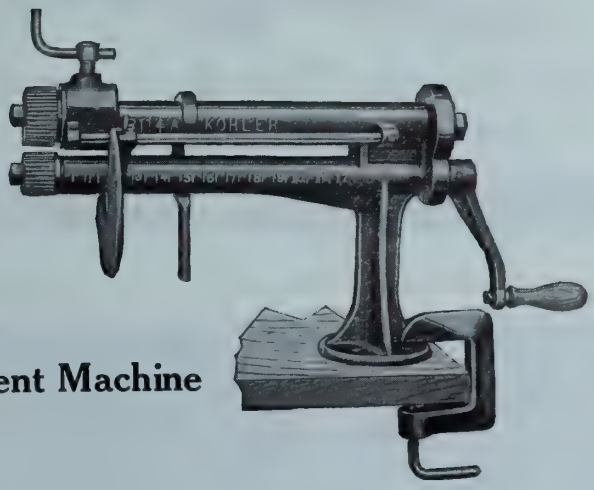
PORT HOPE **ONTARIO**

If interested tear out this page and place with letters to be answered

CHOOSE!

Will you cut pipe the old way?

Wasting material, wasting time on a disagreeable job, bruising your hands, and finally delivering a rough-edged, battered piece of pipe to your customer?



Or Use This Efficient Machine

The Kohler Money-Making Way?

You can make any size cut that is desired, in a few seconds, without waste. A neat job can be done by anyone. Your cut pieces can be crimped and used. The illustration at the right shows a 3- and 7-inch joint of pipe cut to different lengths. Write us about the Kohler Stove Pipe Cutter and Crimper.

Kohler Mfg. Company

1923 Carson St., Pittsburgh, Pa.

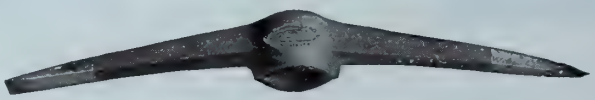
If interested tear out this page and place with letters to be answered

QuiKwerK TOOLS

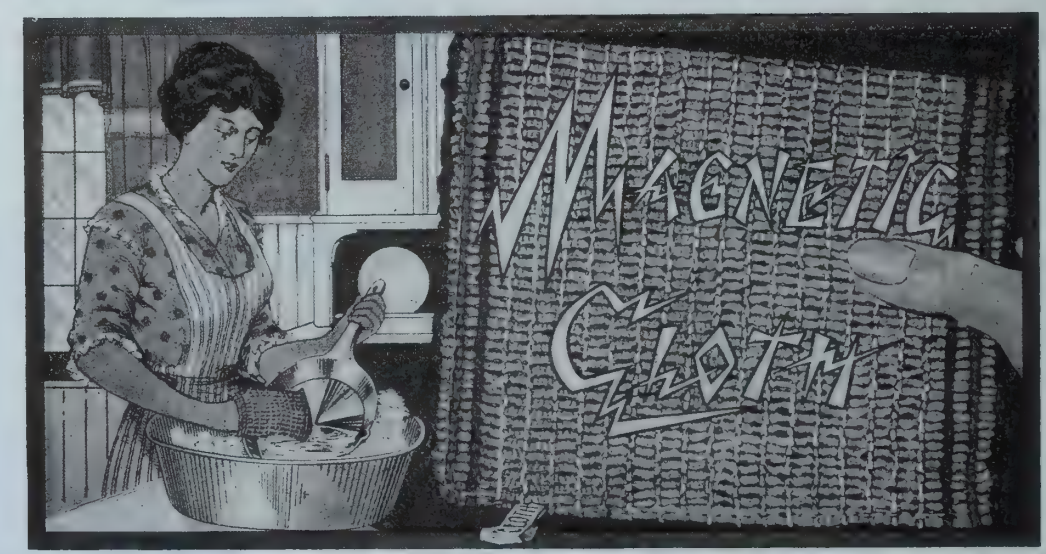
Mattocks and Picks

THE USER OF QUIKWERK Tools has learned from experience that he has a right to expect from them an out-of-the-ordinary service. Naturally we are determined that he shall never have cause to change that opinion.

Order Quikwerk Hand Tools through your Jobber



The Warren Tool & Forge Company
234 Griswold Street Warren, O.



Dealers:—Here is one of the most useful domestic helpers ever invented. Magnetic Cloth instantly removes grease, burned foods and all soil from kitchenware. Cleans vegetables, tile work, marble, stone steps, etc. It has a hundred every-day uses, every woman who enters your store is a prospective purchaser. Its sale brings you a handsome profit. Write to-day for a trial order.

John W. Gottschalk
Cor. Lehigh Ave. & Mascher St., Philadelphia, Pa.

Canadian Representatives:
LYONS & MARKS, 38 Yonge St., Toronto

NEWELL

Quality Service

ATTENTION—BUYERS

Under the above Trade Mark we manufacture all the following lines in Canada.

The factory and organization is behind every one of them. If you buy any similar goods, please let us hear from you. We would like to get acquainted.

Hack-Saw Frames in four different patterns.

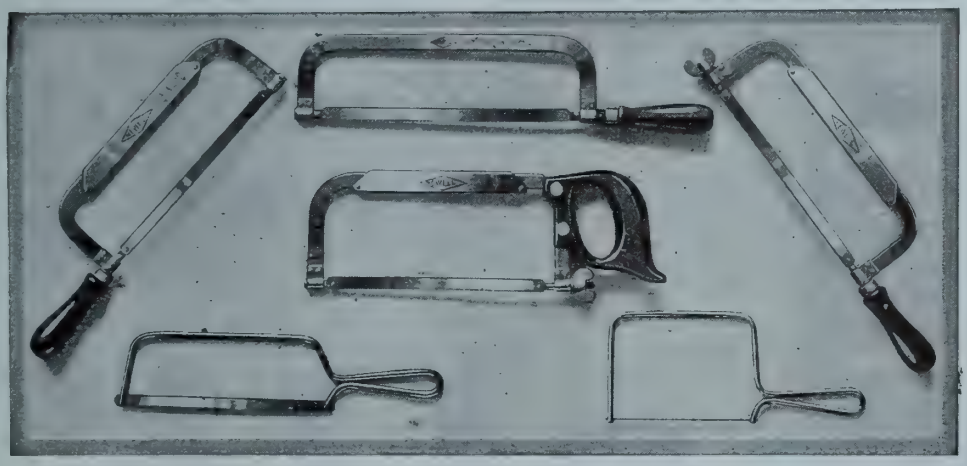
Round Extension Curtain Rods
Flat Extension Curtain Rods
Round Extension Portiere Rods
Round Sash Rods
Flat Sash Rods
Bay Window Rods

Brass Plated Hooks and Brackets

Stair Plates Stair Rods Stair Nosings

White Reeded Poles and Silver Ends

Tumbler Holders Toilet Paper Holders Soap Dishes
Towel Bars 12 in. to 24 in. Tooth Brush Holders
Shoe Horns Garden Trowels



THE NEWELL MANUFACTURING CO., Limited

Ontario Representative:
GEO. B. JENKINSON,
166 Bay St.,
TORONTO

Prescott, Ontario

British Columbia Representative:
GEO. MATHER,
Dominion Bank Bldg.,
VANCOUVER

If interested tear out this page and place with letters to be answered

"ACME"
Shears and Scissors

A specially desirable line to sell in conjunction with high-priced cutlery. That they sell in volume is amply attested by the fact that we make 35,000 pairs of them a day. Your market is assured. These efficient scissors and shears are exceptionally good value for the low price.

The first requisite of good shears and scissors is to cut; the specially hardened sharp cutting edges of Acme Shears cut perfectly.

Acme Shears and Scissors sell especially well when effectively displayed. Write our nearest agent for information in regard to the handsome and attractive display stands of Acme Shears and Scissors. These displays work all the time—even when you're busy with other sales.

The Acme Shear Co.

Bridgeport, Conn., U. S. A.

Incorporated 1882
Capital stock $500,000

Canadian Agent
Mr. A. J. McCRAE
23 Scott St., Toronto

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

Now is the Time to Clean Up

Check over your stock of Gold Medal Folding Furniture—cots, chairs, tables, etc.,—and move it **now,** while the time is most opportune. The fall hunting season will create an active demand among your sportsmen customers and **Fair Time** stimulates local demand—emergency furniture will be needed by city dwellers who will be called upon to entertain out-of-town visitors.

Advertise, display, show, demonstrate, sell!

Gold Medal Camp Furniture Mfg. Co.

1704 PACKARD AVE. - RACINE, WIS.

"GOLD MEDAL"
TRADE MARK REG.
FOLDING FURNITURE

FOLDING FURNITURE

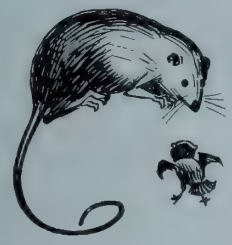
"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

If interested tear out this page and place with letters to be answered

Off with the old love - on with the new.

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

Says the Wise Old Owl:



To the owlet nestling in the nest,
Ere spreading forth his wing,
Dependent still on his mother's quest,
A mouse is a mighty thing. -
Comes the time when the owlet flies
Off to his own tree trunk. -
To hunt for himself and find the size
Of the mouse a good deal shrunk
And so with man when he goes abroad -
So with what meets his eyes -
If a Ford is all he can afford,
(Excuse the pun) He buys
For years will his first love hold his heart,
Together they will stay.
But one day Success will bid them part
And "Lizzie" go her way.

The Buyer of a Gillette Brownie is always your prospect for a New Improved Gillette.

The blade business keeps him in touch with you, and when he feels he can afford to own the best razor in the world, he will come to you for it—the New Improved Gillette.

Meantime, you have been profiting on your sales of blades perhaps even to a greater extent than you do on the New Improved, in that the new razor lengthens the life of every blade by several shaves.

Your shaving corner is the best corner of your store and the Gillette Safety Razor the best thing in the corner — building steadily, building solidly, building permanently—building, always building.

And the "kid brother" or whomsoever else inherits the old Brownie is a new blade customer for you and a new prospect for the New Improved.

Gillette
Safety Razor

The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

If interested tear out this page and place with letters to be answered

Those Inaccessible Soldering Jobs—

The kind that make you squirm and swear until they're done—those jobs are made *easy* and *simple* with Kester Acid Core Wire Solder. All you do is to apply a touch of heat and Kester Solder and the job is finished—*quickly, economically* and *permanently.*

The reason? Kester Solder has an *acid core* that feeds the proper amount of flux as the solder is melted, and in this way eliminates the troublesome pot of acid or paste and the messy swabs, sticks and brushes; besides the job is done in half the usual time.

Kester Solder comes coiled in one-pound cartons or on one-pound spools, but for quantity users it is more economical to buy it on five and ten pound spools.

Dealers everywhere stock Kester because it is a *clean, fast seller,* and brands their store as an establishment that caters to the modern mechanic.

KESTER
Acid Core WIRE SOLDER
REQUIRES ONLY HEAT

SAMPLE FREE

H. & M. 8-19-22.

CHICAGO SOLDER COMPANY 4225 Wrightwood Ave., Chicago, Ill.

Please send me a sample of Kester Acid Core Solder, no charges, postage prepaid.

Name .....

Address .....

Supply House .....

Radio Operators Need the "SELFBLO"

"it blows itself"

A simple, inexpensive torch that will solder connections, etc., and

retails at $2.50

Every radio fan is a prospective buyer, as well as mechanics, for this practical tool. No pumping—no priming—just light the wick and in twenty seconds there's a 1,400° flame, that will "run" any solder.

If your jobber can't supply you write to **Walkley, Moncur & Co.**, 416 St. James St., Montreal.

HUNT-LASHER CO., INC.
LYNN - MASS.

Selecting the Material

Quality is the first thought when making

LONDON BAR IRON

All our material is carefully selected by experts who have spent the greater part of their lives at this work. That is one reason why Consumers are unanimous.

IT IS THE QUALITY THEY REQUIRE

Cold Tests Made on Our Ordinary Stock Bars

If You Want Good Quality Iron Send Your Orders to

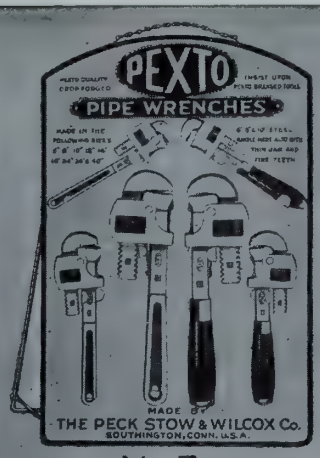
LONDON ROLLING MILL CO., LTD.
LONDON, Canada

Selling Agents, Western Canada
Bissett & Webb, Winnipeg

If interested tear out this page and place with letters to be answered

No.5

No.6



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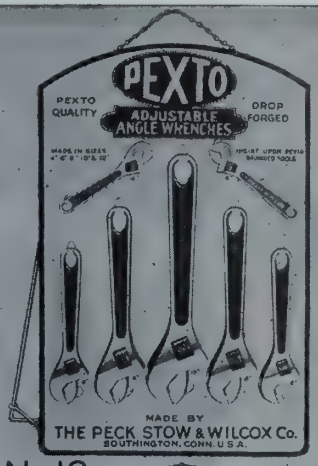

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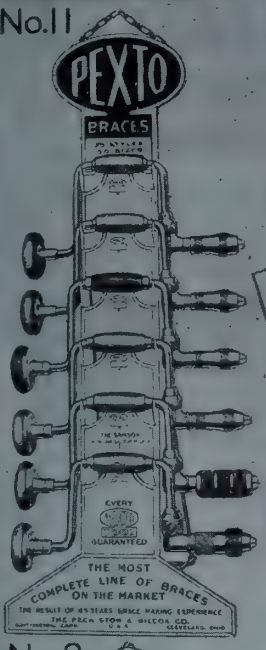
No.11

No.1



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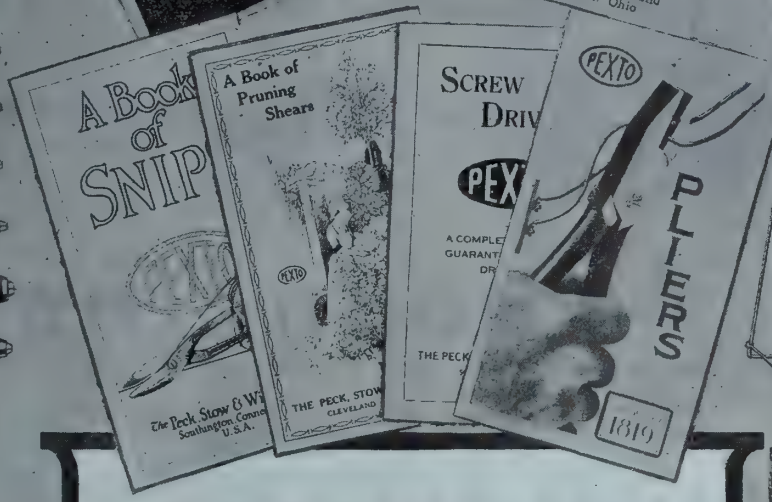

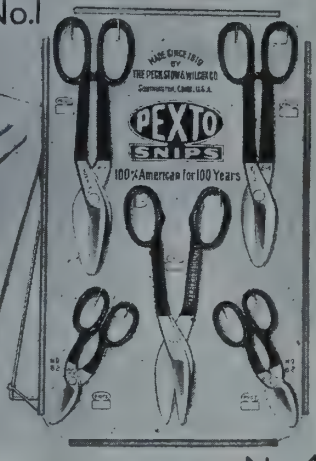

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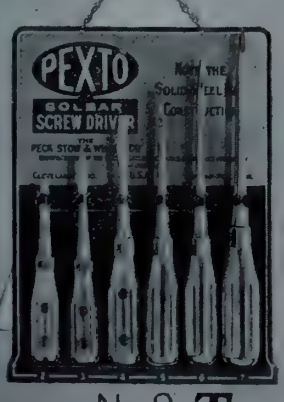


No.9

WHY NOT CAPITALIZE on this unusual opportunity for stimulating business.

These Dealer Helps present tools nationally advertised.

A Lithographed Metal Display Fixture is sent *gratis* with each assortment.

Appropriate booklets illustrating and describing the lines displayed are packed with each assortment and a further supply is available for the asking.

CANADIAN REPRESENTATIVES:— Prescott W. Robinson Sales Co., Ltd. 333 Bleury St., Montreal, Que.

No.3

PEXTO

THE PECK, STOW & WILCOX Co.

Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered

BUY "DOON"

TWINES and CORDAGE

MANUFACTURED ENTIRELY IN CANADA

DOON TWINES D MADE IN CANADA

DOON TWINES, LIMITED

SPINNING MILLS AT DOON AND KITCHENER

Head Office: Kitchener, Ontario

Announcing

Our New Catalogue On AUTO ACCESSORIES

Copies Supplied Dealers On Request

OMER DESERRES

204 St. Denis **Montreal**

If interested tear out this page and place with letters to be answered

Not on your Payroll but Increasing your Sales

Working for you night and day, keeping constant the demand for Starrett Tools, are "The Starrett Book for Machinists' Apprentices" ($.75) and "The Starrett Data Book for Machinists" ($.75)—both used as text books in every machine shop. The example of skilled workmen who have used Starrett Tools all their lives. And the continuous Starrett advertising which appears in practically every magazine dealing with the trade. Behind all of them is the quality that's in every Starrett Tool. Write for Catalog No. 22 "M.A." and the Supplement describing the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-367

TRADE FRAIM MARK

A New Pin-Tumbler Rim Night Latch

This is the season when householders are making repairs and improvements on their homes. To give proper security to family and property, they will need high-grade locks on their front and rear doors.

No. 166

A Latch That You Can Bank On

The Fraim line of Rim Night Latches includes both warded and pin-tumbler types. No. 166, shown above, is a high-grade latch of the pin-tumbler type that can be retailed at a good profit for $2.00 each.

The case is cast iron, black japanned, and the knobs, bolt and cylinders are of bronze metal.

FRAIM *Means*

Security—Economy

Write for our No. 28 Catalog showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.

Canadian Representatives :

COHOON & PUGH, 11 St. Sacrament St., Montreal

A. E. HANNA, 218 Portage Avenue, Winnipeg

If interested tear out this page and place with letters to be answered

Eddy Lines
for the Hardware Store

EDDY'S
INDURATED FIBREWARE

Pails, tubs, washboards, etc. A complete line of sanitary household and farm utensils. Lighter than wood and more durable than metal. Leak-proof and bulge-proof.

EDDY'S SHEATHING

Cater to the demand for a good sheathing with Eddy's — the old reliable sheathing that measures up to the requirements of the building trade. It will pay you to always have a stock on hand.

EDDY'S MATCHES

"The most of the best for the money" aptly describes the matches in every Eddy box. Safe, sure lights for every consumer use. No afterglow.

The E. B. Eddy Co., Limited
Hull - - Canada

New Prices on
TORONTO Gendron CANADA
Bathroom Fittings and Hardware Specialties

We are glad to be able to announce to the trade a general reduction in prices on bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines is over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

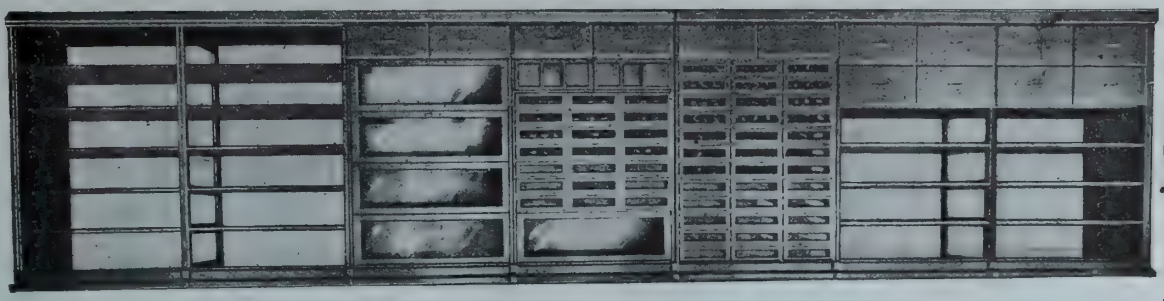
The Gendron Mfg. Co., Limited
Duchess Street - Toronto

THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.
Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited
Waterville, Quebec



The Question ? ? ?

THERE ARE TWO QUESTIONS THAT HARDWARE MEN ARE ASKING THEMSELVES:

1. How can I meet the reduced prices that are demanded of me when so much of my essential upkeep cannot be reduced? My rent or carrying charges are not coming down and I don't want to cut wages.

2. When I have reduced prices how can I convince my buying public that they are down as far as they can go?

The first question to fit most cases might be, how can I sell more goods? How can I do with less help? How can we get same turnover in a smaller store? To all these questions the answer is:

WALKER WALL CASES, COUNTERS & SHOW CASES.

Save 25% of the space and labor for you and please your buying public by quicker service, clean goods, always on display.

Send your floor plan and ideas for catalog and prices.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
KITCHENER, ONTARIO

AJAX BREAST CHAINS

AJAX Breast Chains are big sellers because of the convenient adjustment and assembling features.

The length can be regulated by the end snaps.

Easily stocked and shipped as they are packed two pairs in a carton.

DOMINION CHAIN COMPANY
LIMITED
NIAGARA FALLS, ONTARIO

If interested tear out this page and place with letters to be answered

— with a proven selling record

Eureka

Post Hole Digger

This handy tool pretty nearly speaks for itself. Sharp, correctly shaped and ground blades, and a convenient, well shaped handle make this a much liked, and quickly bought, Post Hole Digger. Show these in your window—it pays.

We also manufacture **Wire Stretchers, Wash Tub Stands, Ironing Boards, Curtain Stretchers, Clothes Driers, Malleable Silo and Tank Lugs.**

Order Early and Meet the Demand in Season

Otterville Mfg. Co.
LIMITED

Otterville - Ontario

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

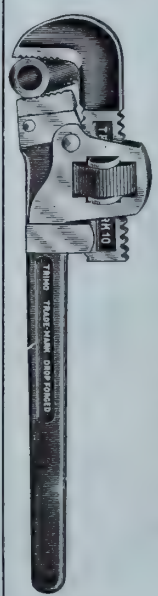
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRIMO
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answered

WE ARE SPECIALIZING IN—

Letter-Plates, Door-Knockers, Window Lifts and Catches, Coat Hooks, Drawer-Pulls and Handles.

To Jobbers and Wholesalers we can quote low prices for these Quality Goods in quantity lots—Send for Samples and Quotations—We shall be only too pleased to furnish them.

Brantford Brass Foundry Company

BRANTFORD - ONTARIO

TRADE MARK Red Devil Tools

What Better Brand of Glass Cutter to Sell Over the Counter?

FROM the standpoint of design and workmanship, "Red Devil" Glass Cutters lead. From the standpoint of quality, economy and popularity they excel.

Ask any glazier—the man who uses glass cutters in his everyday work, to confirm this.

Then decide whether it won't pay you to handle *the largest selling glass cutters*—"Red Devils," with hand honed steel cutting wheels.

Made in 40 popular styles, one for every need.

Send for your copy of the new "Red Devil" Glaziers' Tool Booklet—just out.

SMITH & HEMENWAY CO., INC.

Manufacturers of "Red Devil" Tools

89 Coit Street, Irvington, N. J.

Real Net Profits

We make a full line of scales for use by, and to be sold by dealers.

All our scales are guaranteed.

Our prices are low—you make a real profit on scales.

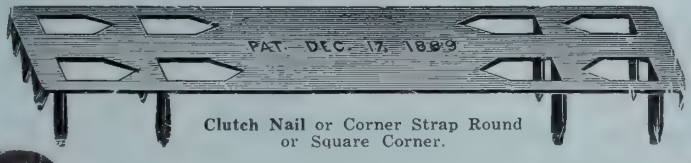
Write for our prices.

Manufactured by

GEO. BROUSSEAU LIMITED

Quebec, Que.

Trojan Cold Rolled Steel Band
Especially suitable for box strap as well as light stamping, wood handles, etc.



Clutch Nail or Corner Strap Round or Square Corner.

BOX STRAPPING

EMBOSSED, PLAIN, OR GALVANIZED

Our Prices are Interesting

WIRE TAG FASTENERS
TACKING MACHINES AND STAPLES
LEAD SEALS AND WIRES
SHIPPING AND PACKING SUPPLIES

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207 St. James St., Montreal

Roldsafe Reels cost no more than ordinary kind, but are 100 per cent. more efficient.

NOTE

Roldsafe Reels attached with Patent Reel Guide and Brake

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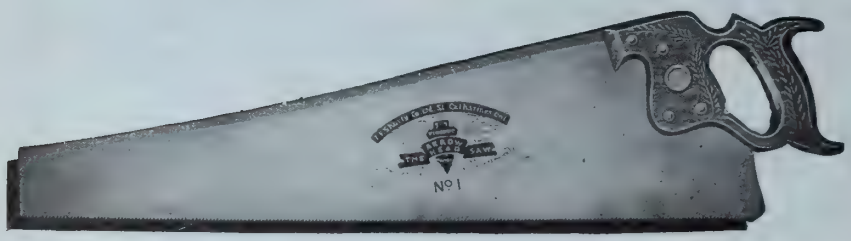

T. F. SHURLY CO.
LIMITED

Makers of all kinds of
Wood Cutting and
Butcher Saws.

MARITIME

The best wire fencing that's made

No doubt the demand for good wire fencing is large. If you are not already selling it, be sure you offer from now on

MARITIME WIRE FENCES

They are not only good, but the best that's made—Lock Joints, properly Galvanized—and give the long service that is desired.

Write for prices and information to

New Brunswick Wire Fence Co.,
LIMITED

Moncton - - N.B.

STAINLESS TABLE CUTLERY

Finished by a new process which gives a better and more pleasing appearance than has ever previously been obtained.

Christopher Johnson & Co.

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SILVERSHEEN POLISH

Never Requires Cleaning

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is the standard of quality and carries a guarantee of reliability.

CHRISTOPHER JOHNSON & CO.

Fine Cutlery & Electro Plate Manufacturers

Western Works, Sheffield, England
Established 1836 Cables: Johnson, Sheffield

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

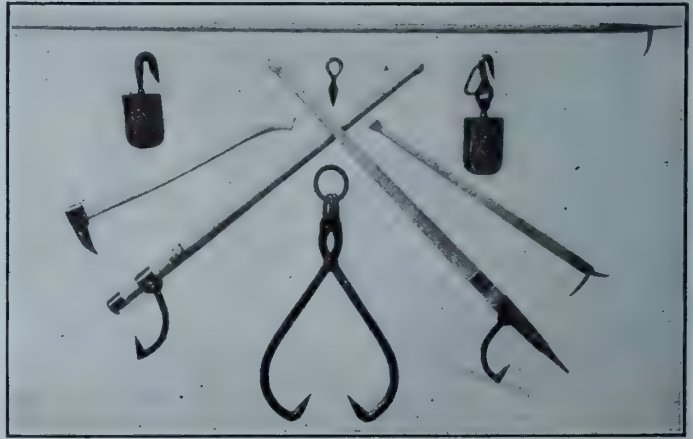
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES

Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Omega Force Pumps for the Modern Home

The time is here for every dealer who sells pumps to attach his efforts to the Omega Double Acting Force Pumps.

These pumps are made different—a little better than others—and sell easier.

1. Easy working.
2. Inexpensive.
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4. No leather plunger.
5. Sand will not injure it.
6. Suction and discharge fitted for iron pipe.

Order one for a demonstration. Each one is a SURE SALE and will satisfy each customer.

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Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

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Milwaukee, Wis.

Place Your Bookings Now!

Coal is scarce—the prices are still high—and there will be an early demand for weatherstrip to keep the coal bills down.

"Frost King" is an efficient and reliable weatherstrip that will keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the drafts—is extremely durable and neat.

Place your bookings now
Order from your jobber.

Frost King Weatherstrip Co.
MONTREAL, QUE.

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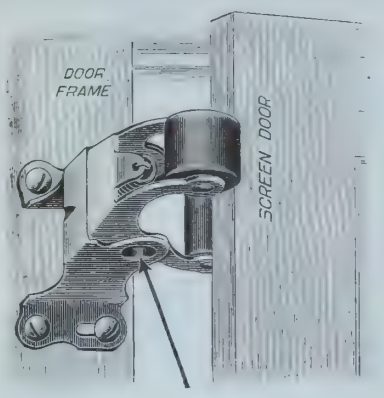

THE OPEN DOOR

TO THE HARDWARE TRADE

BE ALERT - STOP - LOOK - READ

Get a sample of our new 1923 Model **MARVEL DOOR HOLDER** (for screen, storm or other light doors.)
It has withstood an endurance test of **100,000 Operations** and at the end was going strong and in perfect condition. Be assured of its efficiency and durability.
Act promptly and secure a share of the 1923 business.

Address Communications to your Wholesale Merchant or to

GEO. W. MALLORY, BLENHEIM, Ontario, Can.

Discards Reduced to a minimum

When you stock

STILL'S HANDLES

Every hardware man knows that his profits on handle sales can be greatly reduced if a portion of his stock is not saleable. You can eliminate these losses by selling "Still's Handles." We are handle specialists, and for your protection we stamp our name on all handles.

Losses on discards are reduced to a minimum when you stock "Still's" line of pick, axe, sledge, hammer, cant hook and peavie handles.

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

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Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

Mendets give added life to damaged goods

They sell on account of the valuable service they render. There is both money and utensil-saving quality in

MENDETS

Used in the home for mending pots, pans, rubber goods, etc.

Write to your jobber for your requirements.

Collette Mfg. Company

Collingwood, Ont., Canada

"Lively and Lasting"

RELIABLE

TRADE MARK

RELIABLE CANADIAN PRODUCTS

FLASHLIGHTS & BATTERIES

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Always In Stock

ALUMINIUM

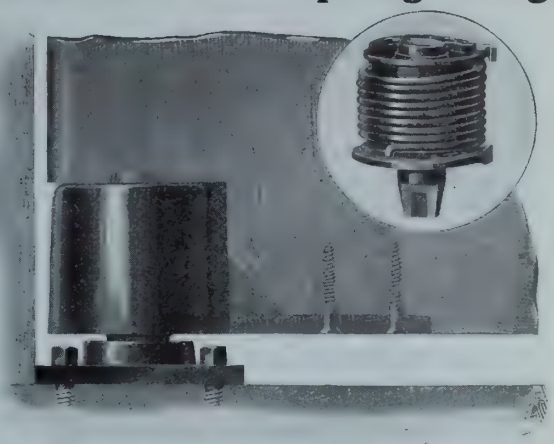
Ingot (pure and alloy) Sheet, Coil, Circles, Mattings, Mouldings, Rods, Wide, Tubes, Rivets, Powder, etc.

The British Aluminium Company, Limited

592 King Street West
TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, Montreal

No. 1700
Matchless Floor Spring Hinge



For Double-Acting Heavy Doors

BUILT for heavy-duty service. Factory Doors of 2¼ in. minimum thickness, are permanently cured of hinge trouble when fitted with the Lawson No. 1700 Matchless Floor Spring Hinge. May be set at closed or 90° positions. Write for catalog, prices, terms.

Canadian Representatives for Ontario, Quebec and Maritime Provinces:
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London Loan Bldg. LONDON, ONT.

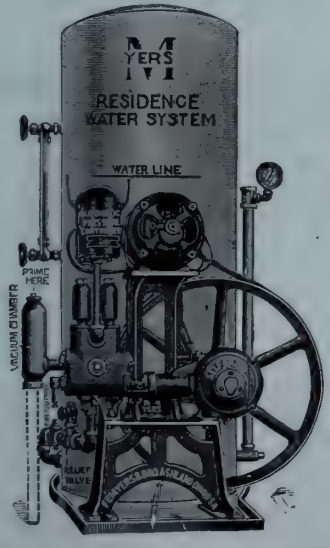
LAWSON
MANUFACTURING COMPANY
230 W. Superior Street, Chicago, Ill.

PNEUMATIC
WATER SUPPLY
SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep.

The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.



Write us for Water System Catalogue and prices. Now is the time to interest your customers.

The STEEL TROUGH & MACHINE CO., Ltd.
Tweed, Ont., Canada

A Big Demand in Canada for the Norka BB

And no wonder. It has been used in Canada for years. Hardware jobbers and dealers know it and carry it in stock.

It is strong—practically no wear out to it—and is easy running. The stone is a "Cleveland" grindstone of genuine Berea or Lake Huron Stone—evidence in itself of the salability of the Norka BB. Ask your jobber.

The Cleveland Stone Company
814 Union Building, Cleveland, Ohio

Type No. 270

TRADE **CHICAGO** MARK

SPRING HINGES

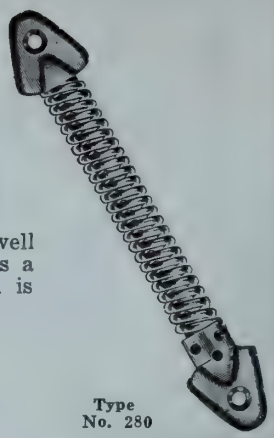
The "Reliance"

The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring. It is profitable to the dealer.

The "Chicago"

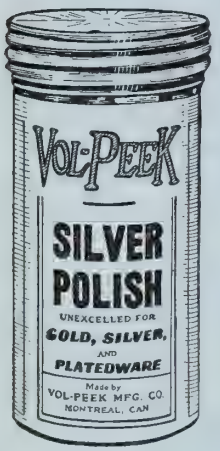
Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.
Is your stock complete?

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



Type No. 280

Two New VOL-PEEK Lines



No. 1. A Piano and Furniture Polish has been developed by us to provide a satisfactory way of refinishing Pianos, Furniture, Automobiles, etc. It imparts a finish like new to old, discolored wood.

After the dust has been removed from the surface a piece of cheese cloth is moistened with the polish and the article is rubbed until the scum and marks have been removed. Then polish with a dry, clean cheese cloth until the surface is perfectly dry.

There is no gum or varnish in our polish—you can guarantee it with our backing as the finest polish on the market.

No. 2. A Silver Cream Polish that contains no soap or water and that will not shrink or harden in the jar! Applied with a clean piece of Canton flannel it brings out the most beautiful luster on Gold, Silver and Plated Ware.

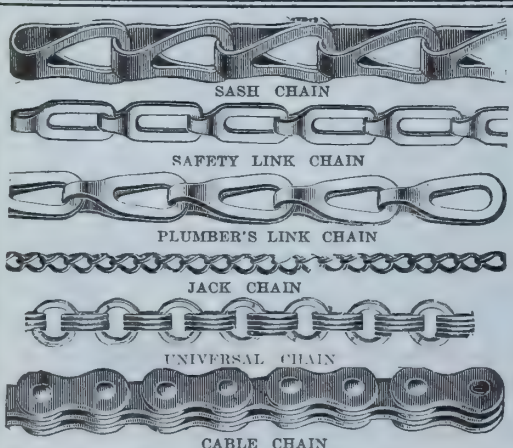
After the tarnish is removed the polish is wiped off, and the article is rubbed briskly with a clean piece of Canton flannel. Women will use our polish after they once try it—for it is unexcelled.

Order from your Jobber or Write to

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg. Co.

BOX 2024 MONTREAL



REVOLVING
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PUNCHES

UNIVERSAL
SASH
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PLUMBERS
LADDER
SAFETY
AA and XXXX
JACK

CHAINS

4 Tube Revolving Punch

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

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Something Different In Wagons

"A Money Maker"
"A Time Saver"

SELLING POINTS IN THE *Trans-Canada*

No cotter pins to tear the boy's clothes, outside of wheel is flush.
One-piece malleable unbreakable wheel.
Box all solid oak.
Sprayed with varnish, trimmed with red and black.
No repair parts needed, thus saving time and annoyance. The wheel comes set up. The Trans-Canada is equipped with a patented self-contained roller bearing hub and all metal unbreakable wheels. All you have to do is to place one bolt for each wheel.
This new wagon has made a big hit with the boys. It is strong, well finished and is practically unbreakable. If your jobber cannot supply you, write us direct for prices.

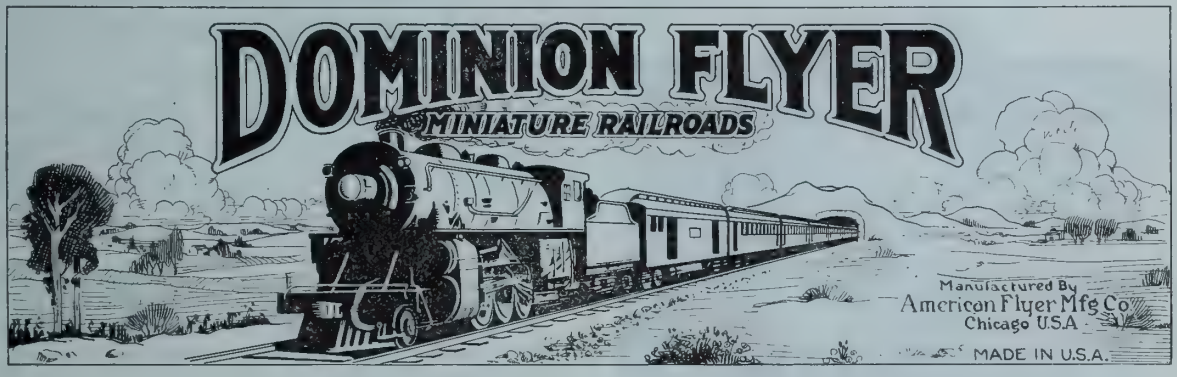
THE WALTER BENTLEY CO., LTD.
NIAGARA FALLS ONTARIO

PARKER VISES
"GRIP LIKE A GRIZZLY"

Because they have reserve strength ALL OVER! Renewable tool steel jaws, a steel "backbone" in the slide, a solid underportion, and a swivel that grips as hard as the jaws. Parkers are in the great U. S. and Canadian shops because they are UNIFORMLY STURDY. Jobbers, write for

New Catalog No. 57H- if not already received

The Charles Parker Co.
Master Vise Makers
MERIDEN, CONN., U.S.A.



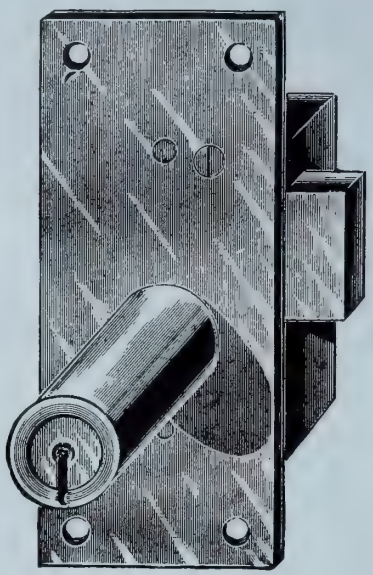
The Electrical and Mechanical Trains manufactured by us are especially packed for the Canadian market under the name *"Dominion Flyer."*

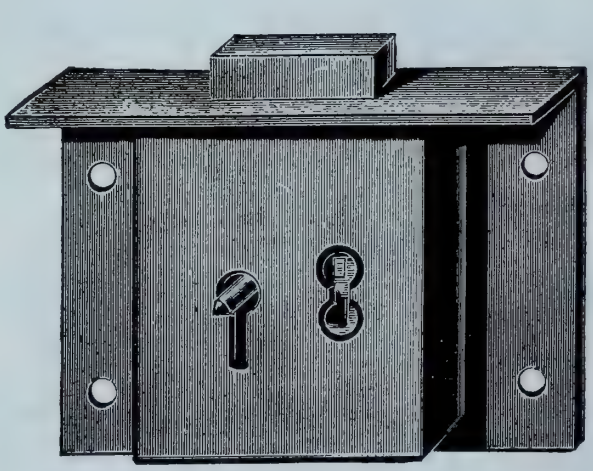
This year public interest will be particularly directed to *"Dominion Flyer" Electric Trains*—a new *Electric Engine* which *reverses automatically* as desired—several new outfits—and an advertising campaign which will reach every boy in Canada and the United States are factors which will make your customers want *"Dominion Flyers."*

AMERICAN FLYER MFG. CO.— 2219 So. Halsted Street CHICAGO, U.S.A.

NEW YORK OFFICE—Fifth Avenue Bldg.—23rd St. and 5th Ave.

AT LAST!





The Finest Line of British Made Locks for the Canadian Hardware Trade

Locks look so much alike that the average customer sees little difference in the various makes.

Our locks embody certain features which make them enough better than the average that they become the choice of buyers wherever introduced.

They cost you less than the locks you have been used to getting. You can make a larger profit—or sell better locks to your customers at less money and still make your regular profit.

You can select a well rounded out stock of lever and barrel locks—iron or brass—and with every one the finish is attractive and lasting.

Order from your jobber—if your jobber cannot supply you write to us.

Canadian Sales Representatives:

COHOON & PUGH
11 St. Sacrament Street, Montreal

Manufactured by

V. DUGMORE LOCK COMPANY LIMITED
Wolverhampton, England

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Small Investment- Small Floor Space-Big Profits

Gold-Seal Congoleum—the fastest selling floor-covering in Canada—is making big profits for hundreds of Canadian merchants. Why not let it make profits for you.

Turnover—Four to Six Times a Year

We know from a careful survey that the average dealer sells out his Congoleum stock four to six times a year.

Big Profits—Small Investment

No need to tie up a lot of money in Congoleum. Many merchants report annual profits of from $80 to $130 from a stock costing between $50 and $60. Congoleum's rapid turnover accounts for these astonishing figures.

Powerful Advertising Keeps Congoleum Moving

Continuous, powerful advertising in leading Canadian magazines, farm papers and newspapers makes Congoleum's turnover not only fast but certain. This advertising reaches every corner of the country—big sales are assured.

No Need for Big Floor-Space

You can make a splendid display of Congoleum in amazingly small floor space. Our service department will tell you how.

Write us for information and free display material.

Why Congoleum is Such a Fast Seller

Congoleum enables you to offer housewives artistic, durable floor-coverings at a price they can easily afford. Its economy is unequalled—a fact which women quickly recognize.

Their confidence is reinforced by the Gold Seal Guarantee which reads "Satisfaction Guaranteed or Your Money Back." We live up to this pledge to the limit. No need to persuade customers that Congoleum is worth every cent it costs. They know it.

Do You Want Your Share? It's Up to You

Join the other Canadian merchants who are cashing in this fast selling floor-covering. Profits are fast and certain.

Write us for further information. We will put you in touch with jobbers who can supply you. Write to-day.

Gold Seal
CONGOLEUM
ART-RUGS
Made in Canada
by Canadians —— for Canadians

CONGOLEUM COMPANY OF CANADA, LIMITED.
1270 St. Patrick St., Montreal, Quebec

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"QUEEN'S HEAD"

The Galvanized Sheet That Wears

"FLEUR DE LIS"—The non-peeling **Galvanized Sheet.**

"REDCLIFFE"—The favorite sheet for **Corrugating.**

"SOUTHERN CROSS"—Dead flat **Black Sheets.**

"GLOBE"—Close annealed **Black Sheets.**

Electrical, Motor Body, Enamelling and Polished Sheets a specialty.

POLISHED CANADAS—Highest grade on the market.

GALVANIZED CANADAS—Heavily coated—galvanized after cutting—no raw edges.

CHARCOAL TINPLATES—Extra heavy coating—packed with tissue paper between sheets.

BAR and HOOP IRON—Best English make.

"DOMINION"
The Brand of Quality

Everything in INGOT and SHEET METALS

A. C. LESLIE & COMPANY LIMITED

Toronto MONTREAL Winnipeg

Canadian Agents for
John Lysaght, Limited, Bristol, Eng.

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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The Imperial Steel & Wire Co., Ltd.

Collingwood — Canada

Manufacturers of	Wire	Wire Nails
Staples	Bright	Bright
Poultry Netting	Annealed	Blued
Barbed Wire	Oiled	Coated
Lawn Fencing	Hay Baling	Barbed
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Canada's best Sprayer
the

O-K-SPRA

MADE IN CANADA BY CANADIAN WORKMEN
Write for prices and particulars
CANADIAN POTATO MACHINERY CO., Limited
GALT ONTARIO CANADA

HANDLES

How is Your Stock?

We are prepared to ship you quickly anything in the line of Axe, Hammer, Peavy, and Cant Dog Handles. Ours are made of the very finest of clear, straight-grained Second Growth Hickory, White Ash and Maple.

We take special pains to split our stock the right way of the grain, assuring perfect uniform goods.

We also make remarkably good base-ball bats.

Darrah Bros.

Sutton, Que.

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KRAEUTER PLIERS

are Nationally Advertised

THE GLOBE, TORONTO, THURSDAY, M

The One Perfect Plier

FOR EVERY PURPOSE
OF THE "HANDY MAN"

It has the characteristic grace and balance of Kraeuter design—is handsomely nickel plated—fashioned and finished with the precision of a dentist's instrument.

Its beauty is more than skin deep. It is made of special plier steel; drop forged, and so accurately tempered that the teeth will neither break from overhardness or smash down from softness, as so often happens with ordinary pliers.

The little 5½-inch size rides comfortably in the pocket and will do nearly everything its big brothers can do. Its grip and leverage will astonish you, and it won't break.

You need a plier often; have the finest in the world; absolutely guaranteed.

Test them at any store where good tools are sold.

KRAEUTER
NEWARK, N. J.
"Ask Any Mechanic"

KRAEUTER & CO NEWARK N.J. U.S.A. No 1973-7

FORGED STEEL

EXTENSION GRIP PLIERS
No. 1973
5½" $1.35
7" 1.60

Make a note of the name and number, and the size you want.

CANADIAN NATIONAL RAILWAYS

Important Change Toronto-Winnipeg Train Service.

"The National" Restored as Daily Train

Effective Sunday, June 4, Canadian National Railways will resto... daily service ...een Toront... Winnip... ...reol and thur...

...ing art. New York, Paris and London all supplied gowns, frocks and wraps for Miss Ayres to wear as the wealthy young widow to whom money means everything. The vaudeville bill includes The Chic Supreme; Fulton and Burt; the Seven Tumbling Demons; Louis London, and the Three Belmonts.

...the famous ...ll h... it

There have been many improvements in pliers during the last twenty years—most of them made by Kraeuter—and gradually mechanics have learned that no better pliers are made, and that quality in tools *pays!*

Now we are going to *tell the world* what every mechanic knows.

There are thousands of men who own automobiles, motorboats, radio outfits—and men who are handy with tools—who would appreciate a pair of really good pliers.

Through the principal metropolitan newspapers we are going to tell our story to these customers, and the following patterns will be advertised—the more popular numbers being featured most frequently:

Number 336
Number 1973
Number 1863
Number 1903
Number 1913
Number 1305
Number 1831

In order to get the benefit of this advertising, every dealer who sells Kraeuter pliers should display them, and mention them occasionally in local advertising—of course, those patterns which are advertised should be displayed most conspicuously.

KRAEUTER & COMPANY

Established 1860 **NEWARK, N.J.**

WISS SHEARS Are Advertised to 550,000 Canadian Families

IF YOU were to take a cutlery census, you would find many a pair of Wiss Shears that have been giving splendid service for two or three generations.

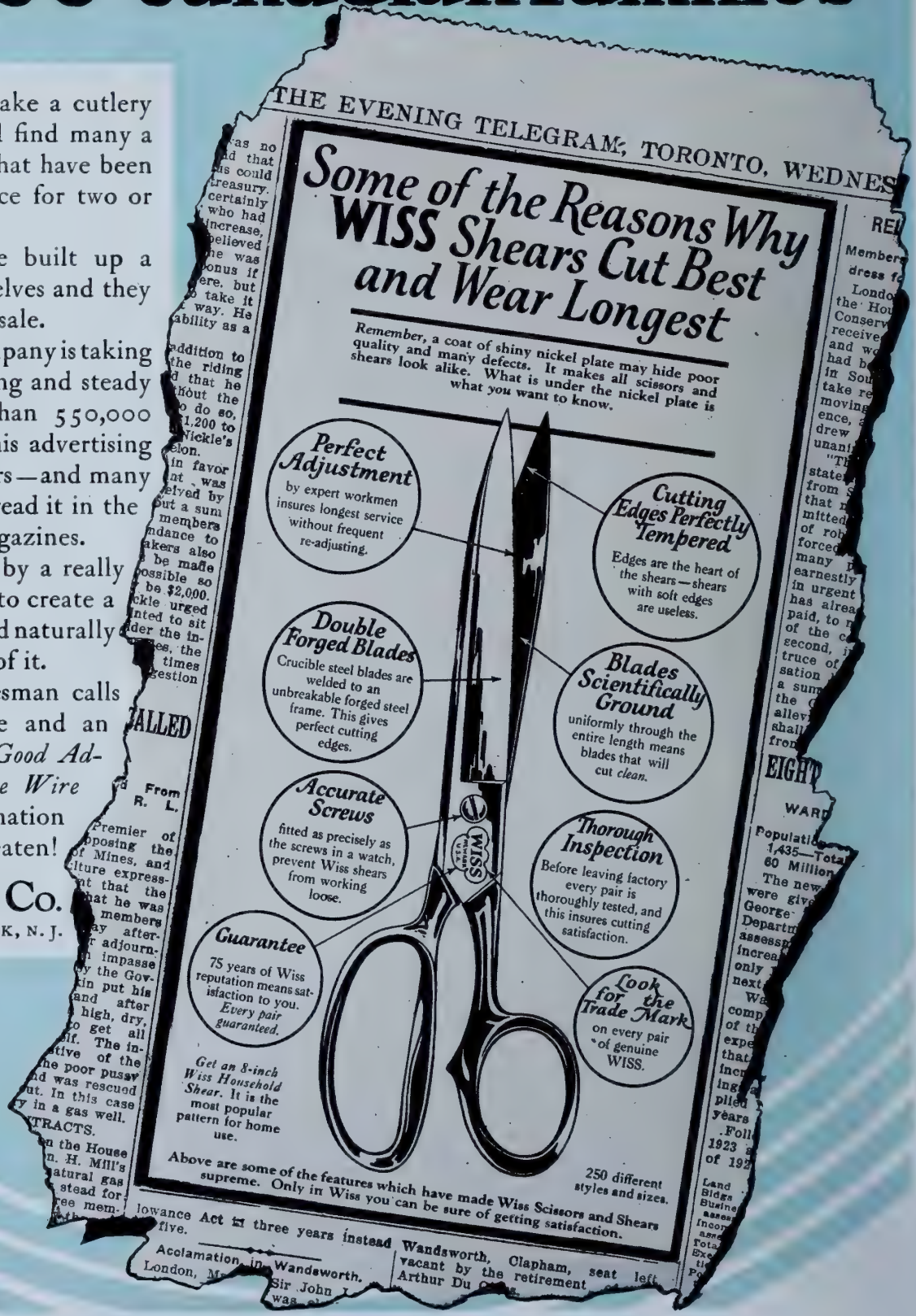
These goods have built up a reputation for themselves and they enjoy a tremendous sale.

Now, the Wiss Company is taking its place among strong and steady advertisers. More than 550,000 Canadians will see this advertising in the daily newspapers—and many thousands more will read it in the women's Fashion Magazines.

Publicity, backed by a really *fine product* is bound to create a lot of new business, and naturally you want your share of it.

When a Wiss Salesman calls give him a welcome and an order. *Good Goods, Good Advertising* and a *Live Wire Dealer*, are a combination that never has been beaten!

J. Wiss & Sons Co.
EST. 1848 NEWARK, N. J.



Canada's National Hardware Weekly

Hardware and Metal

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Important Problems Which Require Retailers' Earnest Consideration

EVERY branch of trade is suffering from some of the sharp reactions which have developed in the post war period of readjustment. Many of these problems have a very great influence upon retail business, prominent among which are the problems of taxation, particularly those new impositions which have recently been applied to raise much needed revenue.

WHILE recent months have shown a considerable increase in Customs duties and in the various forms of Inland Revenue, no endeavor is made to hide the fact that so great are the needs of revenue in the next few years that there is little expectation of a reduction in revenue and the possibility of further increases in taxation has been dealt with in recent issues of Hardware and Metal.

THE SITUATION in regard to the Sales, Income and other such taxes has been analyzed fully in past issues of this paper, but the increased Stamp Tax on cheques, drafts, etc., in effect since August 1, has now brought about a situation in which the retailer's position needs some definition.

A CONCERTED movement is being made by certain organizations of manufacturers and wholesalers to pass on to the retailers the cost of stamps affixed to drafts for collection of accounts from retailers. The stand taken by these branches of trade is that if the retailer pays his account by cheque he assumes the cost of the stamp tax whereas if the same account is settled by draft the drawer must pay the cost of the stamps. Under the new regulations this stamp tax assumes large proportions where a considerable number of drafts are taken into consideration. Further, this tax is likely to pyramid if the present practice of presenting drafts two or three times before acceptance, is followed. Then again the presentation of a draft for the full amount of a debt is frequently followed by the retailer subsequently sending in a cheque for part payment. This process may be repeated sevral times before the account is finally settled in full and an examination will reveal the fact that the process has involved the use of three or four times the required value of tax stamps.

FROM THESE standpoints the wholesaler and manufacturer claim that they should be protected by passing on the cost of such taxation to the retailer, probably by adding the tax to the amount of the draft. They also point out that the present principle if continued will encourage lax methods on the part of debtors who will wait until drawn on to settle accounts. If this is the outcome it is held that the amount of the tax will be so great as to be a distinct burden on the manufacturer or wholesaler.

ANSWERING these claims and setting forth the retailers' point of view, are the following facts: 1. Retailers have not an opportunity of passing this added expense on to customers as well as have manufacturers or wholesalers who can add it into the price of the goods as an overhead expense. 2. This is one of the recognized expenses of doing business known as "collection costs" and each branch of trade is subject to such expenses, in the ordinary course of trade, the retailer included. 3. Majority of drafts are used to encourage collection before the expiry date of the terms under which the order is sold, and as such the drawer of the draft is the beneficiary and should pay any expenses involved. 4. As to the charge of encouraging lax methods retailers answer that manufacturers and wholesalers have encouraged this by the prolific use of drafts. There are said to be more drafts used in proportion in Canada than in any other country. 5. There is the likelihood of error in making out drafts and as this is beyond the control of the retailer he should not bear any expense in connection with their issuance. A number of other arguments are also advanced.

THE FOREGOING gives some of the arguments on both sides of the question. It must be kept in mind, however, that factions are not solidly aligned on each side. There are a number of hardware manufacturers and wholesalers who agree that the retailer should not be saddled with this expense. There are some retailers who suggest half-way measures and there are a few who even take the stand that they should pay the tax on drafts, under certain circumstances. There is undoubtedly much to be said on both sides of the question and it is an interesting subject for consideration.

THERE is no doubt that if no radical change is made in the regulations a change will be made in practice by wholesalers and manufacturers. Probably the old plan of sending letters instead of drafts will be revived.

ONE THING is sure and must be taken into consideration in connection with all matters of taxation. That is that the tendency now is toward the raising of revenue by direct taxation in preference to Customs duties, etc., and narrowing this down it is evident that an extension of the Sales Tax, Stamp Tax, etc., is more likely than that they will be abolished.

IN FOLLOWING out this policy facilities and regulations should be made so that only Inland Revenue stamps will be used for taxation collected by stamps. In this way some accurate check will be kept on revenue raised in this manner and these forms of taxation planned intelligently on the basis of revenue raised.

President of Canadian Wholesale Hardware Ass'n Agrees the Stamp Tax Should not be Passed on by Jobbers and Mfrs. to Retailer

T. M. Birkett, president of the Canadian Wholesale Hardware Association, asked by Hardware and Metal for an expression of opinion on the subject of the new stamp taxes said: "Speaking personally, and not as president of the Canadian Wholesale Hardware Asscoiation, I have no sympathy with this movement to pass on the stamp tax to the retailers. We do, and will continue to pay all costs in connection with drafts on our retail customers, and if any manufacturers attempt to collect the amount of the stamp tax from us, we won't pay it. We have only had one case of that kind, and that was a week ago, when we received a draft from a Toronto house, which called upon us to pay the stamp tax. We simply changed the amount of the draft to make it conform with the amount we felt we were legally obliged to pay. We have not yet received any communication from that concern in regard to the matter.

"The stamp tax on drafts is something that all manufacturers and wholesalers should pay and add to overhead costs."

SINCE the new stamp taxes were put into effect August 1st, a movement has started among manufacturers and wholesalers to collect the amount of the stamp tax from the debtor where a draft has to be issued for the collection of the account. It is held by some that the policy of the manufacturer or wholesaler having to pay the stamp tax on a draft, whereas the debtor would pay the stamp tax if he paid it by cheque in the ordinary way, encourages laxity.

This, however, is not the view of all manufacturers and jobbers, nor does it for a minute command the favor and respect of the hardware retailers for a number of reasons as outlined in the following interviews:—

Paid by Party Issuing Draft

W. F. Macpherson, Secretary Ontario Retail Hardware Association, discussing the use of stamps on drafts for collection of accounts stated: "I think if the draft is made by the firm selling the goods prior to the expiry of the sale terms that the stamps on the draft should be paid for by the party issuing the draft. If settlement is deferred by retailers until the due date of the bill the retailer would necessarily forward his cheque with the stamps attached. I feel that the expenses incurred in the collection of accounts should be estimated and included in the overhead expense of the manufacturer or jobber and added into the selling price of the goods.

"With the various taxes now in effect on articles of stated re-sale values the margin of profit to the retailer has been cut very fine and the payment of additional taxation would necessarily come out of net profits which at the present time are much below normal and show very poor return for the investment, initiative and energy put into business by the average retailer."

Not Wise as General Principle

A Toronto wholesale hardware firm discussing the subject with Hardware and Metal pointed out that no steps were being taken to collect the stamp tax on drafts from retailers, and did not think it wise to do so as a general principle as it was a cost of collection which if it assumed large proportions could be added into overhead costs. It was agreed that the drawer of the draft was the one to benefit and as such should pay the tax unless the retailer asked particularly to be drawn on or the draft principle had to be adopted as a final resort to force payment.

Fifty per cent. of this wholesaler's business was said to be done now by drafts on varying terms according to established practice. Very few are returned compared with the number of drafts used. It was also pointed out that the number of requests from retailers to be drawn on since August 1 had decreased greatly. The importance of prompt payment was emphasized, it being stated that following the practice of paying accounts promptly not only allowed retailers to take their cash discounts but would enable the wholesaler to pay any such charges as tax on drafts used where necessary, and not encumber the whole trade with this charge because of the practice of a few.

Good Retailers Settle Promptly

Mr. Russill of the Russill Hardware Co., Toronto, stated to Hardware and Metal that the majority of good retailers take their discounts and settle bills without the necessity of being drawn on. It was his opinion that the draft system of collection is much abused and that some intelligent effort could greatly reduce the number used and thereby reduce the seriousness of the question of taxation on drafts.

"In our business drafts are drawn on our customers only as a last resort. Those kind of customers are watched closely and we are not at all sorry to lose them. The retailers' margin is so small to-day with various taxation that he cannot afford to do other than settle promptly and take his cash discounts," said Mr. Russill.

No Reason for Retailer Paying Tax

Discussing the subject with Hardware and Metal, J. S. Millar, Secretary The Bond Hardware Co. Ltd., wholesale and retail, Guelph, Ont., states;—

"We are glad to notice that you have taken up the feature of this tax which we had already in our own office criticized as being unfair. There is no reason why the dealer should be called upon to pay the tax on drafts any more than on the customer's cheque. Speaking in a general way, if the customer paid as he should do there would only be need for a fraction of the drafts which are used, and it is, in the majority of cases, the customer's wish that his account should be collected in that particular way.

"We think you are taking the right step when you suggest that the regulations should be so altered as to have the amount of the stamps added to the amount of the draft."

Well Repaid for Draft Expense

J. N. McGregor, hardware merchant Oakville, Ont., says:—

"The jobbers or the manufacturers are the logical people to pay for these stamps; they can pass it on to the public without a loss, better than if the retailer bears it direct. Speaking of the

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WHAT DO YOU THINK OF THE STAMP TAX?

In this issue will be found the opinions of a number of manufacturers, wholesalers and retailers in connection with the application of the increased Stamp Taxes since August 1. The tendency on the part of certain manufacturers and wholesalers is to pass on the cost of the stamps applied on drafts, to retailers on whom the drafts are drawn.

This is one of the most important matters affecting retailers' interests which has been up for discussion for some time and any ideas which you can promote to offset such action will help the retailers' cause.

Write a letter setting forth your views to The Editor, Hardware and Metal, 153 University Ave., Toronto, Ont.

WHAT CERTAIN WHOLESALERS SAY

1. **Wholesalers will not pay stamp tax on drafts drawn on them by manufacturers and therefore have no sympathy with movement to collect stamp tax from retailer.**
2. **Stamp tax on drafts is something manufacturers and wholesalers should pay and add to overhead costs.**
3. **Unwise to establish collection of stamp tax from retailers as a general principle as it is a cost of collection which each branch of trade must take care of itself.**
4. **Drawer of draft is the one to benefit by securing prompt payment and should pay the tax unless retailer asked particularly to be drawn on.**
5. **If drafts have to be repeatedly sent to enforce payment the wholesaler is entitled to add stamp tax charges to subsequent drafts as collection costs.**
6. **Number of requests from retailers to be drawn on has declined substantially since August 1 and not now so much need for jobbers and manufacturers to collect this.**
7. **Prompt settlement of average accounts will enable wholesaler to pay tax charges on the few who don't settle promptly and not penalize everyone for the few.**

lax method of collection in reference to drafts, I feel that in the majority of cases the manufacturer or the jobber is well repaid for any expense he has in drafts by the additional promptness with which he gets in his money."

Asked for his opinion on the subject Nelson Mills, Mills Hardware Co., Hamilton, and past President of the Ontario Retail Hardware Ass'n., says; "If the retailer asks jobbers or manufacturers to draw on him, the retailer should pay the stamp tax. If however the jobber or manufacturer draws to force collection from the retailer, they should pay the tax themselves. The majority practice should govern."

That manufacturers and wholesalers should be willing to stand their extra share of taxation in connection with stamps on drafts is the opinion of F. B. Smith, Belleville, Ont., who states:—

"The draft system of collecting accounts must be a decided advantage to them in that it secures more prompt payment, therefore the extra tax should be cheerfully absorbed by manufacturer or wholesaler. The increase in Sales Tax recently put in force is automatically being paid by the retailer and this additional load of stamp tax in all fairness should not be passed on the already helpless retailer."

Charge on Renewal Drafts

R. Hawkins, Smith Falls, Ont., says:

"I think the wholesalers and manufacturers should be above asking the retailers to pay this small fractional percentage on good accounts of merchants who pay promptly. In the case of renewals of drafts I think the creditor would be fairly entitled to add the cost of such renewal to a second draft. I consider it is not good business policy for the wholesaler to endeavor to pass on to his best friends, the retailers, too many small irritating items of expense.

"I can foresee the possibility of organizing a co-operative buying plan amongst a select list of responsible retail hardware merchants and eliminating a large percentage of the jobber's business, if our jobbing friends try to put over too much on their retail friends who are already pretty well taxed in their own communities for many forms of benevolence, and bad debts, in addition to necessary business expenses."

Some important points are brought out in this discussion by W. J. Bell, Beeton, Ont., in the following;—

"It seems to me, that there is a very evident desire on the part of jobbers and manufacturers, to put over everything possible, on the retailer. 'Passing the Buck,' as it were.

"To my mind, the intention of this tax is to have each individual business bear its proper relation in respect to the tax, and not that it shall be passed on and somebody else be made to pay. This seems to be the idea of the above named concerns, e. g. make the other fellow pay.

"I think it is quite unfair that the debtor should be made to pay the tax on drafts. A very great percentage of the drafts issued, are, I believe, of the time class, and the manufacturer and jobber in making this kind of draft is really doing business on his customer's paper, that is they obtain money from their bank on the strength of their customer's acceptance of the one, two or three months draft, as the case may be, and as the drawer—not the drawee—is the sole beneficiary in the premises, he is in my opinion, justly entitled to pay the stamp tax in connection therewith, or failing this let him wait until the account is due, and then the debtor will be manly enough, as well, sufficiently patriotic, to place on his cheque, when paying the account, the necessary tax in conformity with the law.

"At one time manufacturers and jobbers in the large cities, did their own carting, but this changed, and the poor retailer is called upon to pay this item of their cost of doing business, and in addition, has to pay all such charges at his own end, and the shifting of this stamp tax is just another evidence of their desire to 'pass the buck,' by having the other fellow pay their bills.

"I am pleased at the interest taken by Hardware and Metal in this matter, in fact all matters relating to the welfare of retail hardware merchants, and I think the executive of the O. R. H. Ass'n., likewise the Retail Merchants Ass'n., should get busy on this matter and assist in frustrating the designs of the jobbers and manufacturers who would further inflict the already overburdened and overtaxed retailer."

Pass on as Overhead Cost

Henry Watters, treasurer of the Dominion Board, Retail Merchants' Association of Canada, when asked what steps were being taken to protect the retailers' interests in the matter said:—

"While we have had considerable discussion on various taxation matters at our several conventions and conferences lately, this phase of the question has not been considered. But if the agitation on the part of the manufacturers and wholesalers gains any headway, it will be vigorously opposed by the R. M. A. on behalf of all retailers.

"Our opinion is that all this taxation should be paid by the manufacturer or wholesaler and then passed on as an

(Continued on Page 134)

WHAT THE RETAILERS SAY

1. **If draft is made prior to expiry date of sale terms drawer should pay stamp tax.**
2. **If settlement is deferred by retailer until due date of bill he will pay by cheque and thus pay for stamps.**
3. **Expenses incurred in collection of accounts should be estimated and included in overhead expenses of manufacturers and jobbers and added into sale price.**
4. **Retailers' margin of profit now fine and net profits cannot stand any further inroads.**
5. **Majority of good retailers take their discounts and settle bills promptly and use of drafts on them is limited. Why should they suffer occasionally for the lax policies of a few others?**
6. **Draft system much abused and many needless drafts issued.**
7. **A question of practice. Retailers' customers pay by cheque, so why should retailer pay stamp tax on drafts drawn on him any more than he would pay for stamps on customers' cheques?**
8. **Manufacturers and jobbers using drafts are well repaid for expense in making collections in this manner.**
9. **If retailer asks to have draft drawn on him he may be responsible for tax, but if collection is forced by this means the drawer should pay.**
10. **Much of the Sales Tax has to be absorbed by retailers, who feel they cannot bear any further taxation.**
11. **In case of renewal drafts creditor might fairly add cost of such renewal to second draft, but not on the first one.**
12. **General principle of the tax is to have each business bear its proper relation in respect to taxation and retailer has his collection costs to meet the same as the manufacturer and wholesaler.**
13. **Many drafts of time class. Drawer is the beneficiary because he does business on customers' paper when drafts are accepted. Therefore he who has the advantage should pay the tax.**
14. **Retailer has no means of passing on this expense unless manufacturer or jobber include it in sale price as overhead expense.**

A Working Plan for Selling More Profits in a Re

(Written exclusively for Hardware

FOR TEN years I have been investigating the plans and methods used by successful merchants in both United States and Canada. This work has taken me into almost every large city of America as well as hundreds of small and medium sized towns.

More important than this, it took me into stores of practically every size, kind and description.

It was in those hundreds and hundreds of stores that I discovered the great value of a plan or program to the success of a business. At the same time I have a most unusual opportunity to get hold of the best features of the best plans in use.

I had a chance to study the methods of those merchants who drive ahead through sheer force of energy and personality, as well as an opportunity to observe those merchants who got along somehow without a great deal of driving power behind their businesses.

Neither of these two classes of merchants ever got very far. One was weak on plans. The other was weak in selling.

The merchant who built his business through the use both of well-laid plans and of effective selling methods was, I observed, the man who made the most money and kept it longest.

The plan as outlined in this article grew out of the experiences of hundreds of successful retail merchants who found it necessary to push sales harder and control their stocks, margins and expenses better in order to meet competition and make more money.

These men succeeded in doing what they wanted to do. Their success is your best assurance that the plan will increase your sales and make money for you.

Outline of the Plan

1. Sales Quotas.
2. Stock Limits.
3. Margins.
4. Expenses.

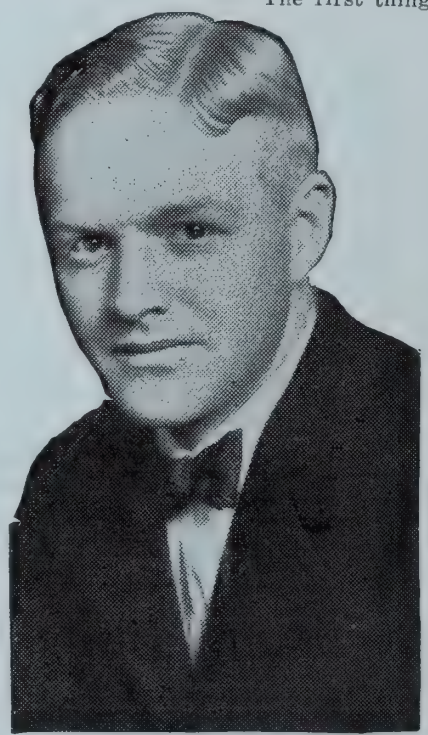
These four points are the outposts which protect your profits. Let anyone of these outposts weaken and you are sure to lose profits. Let one or more of them fall and no matter how strong the others may be all your profits may be swept away. They are like four little forts protecting the city of your profits.

In these times of keen competition no business can protect its profits without the proper equipment and use of these forts. Profits always occupy an exposed position. Your profits are a fair target for every retailer in your own town, in the stores of neighboring cities, and the mail order house miles and miles away.

You must be equipped to meet and defeat them one and all. To do this, set up these forts around your profits, one at a time, and equip each of them for the particular part it is to play in strengthening your business and in promoting its continued growth and prosperity.

The right kind of a plan for building business begins with the customer and works back toward the store. This is the Henry Ford idea and it works out in retail stores as well as it does in the sale of automobiles.

The first thing to consider in planning for business is the kind of service you are going to render your customers, for that will determine your margins, or mark-up, on your goods.



FRANK STOCKDALE

One of the foremost retail merchandising experts who is well known to Canadian retailers for his helpful advice in the past, and who goes into the problems of the retail hardware store in a very interesting and helpful manner in this article.

"How to Know the Right Mark-Up"

The right mark-up on any line or item must satisfy two people, the customer who wants the goods as low or lower than he can buy them elsewhere, and the merchant who wants a profit on the transaction.

In general, the right mark-up depends on the quality and quantity of service a merchant renders. For instance, the right mark-up for a "cash and carry" store is not the same as for a "credit and delivery" store which sells the same kind and grade of goods. Also, it is a fact that customers willingly pay some merchants more than others because they know they can get their money back if not entirely satisfied with the goods.

Why It Varies

Any superior or extra service that a merchant renders may be the reason why customers

More Goods and Making tail Hardware Store

and Metal by Frank Stockdale)

will pay more. We have in most every community stores that feature service and stores that feature price, and both are successful if they mark-up their goods on the basis of what their service costs and its value to their customers.

The right mark-up on any item is best determined by the actual cost to carry and sell the goods. If, over a period of time on a number of items, this does not meet the competition of stores which give a similar service, the trouble is in the management of the business and not in the method of mark-up—somewhere in the handling of sales, stocks or expenses is where the trouble lies.

How Stock Limits Are Fixed

It is one thing to know the right mark-up and it is often quite another matter to get the right mark-up, if for any reason your cost of doing business is too high.

The right cost of doing business results from:

1. Limiting stocks to get turnover.
2. Pushing sales to get volume.
3. Controlling expenses so that service is delivered to customers for every dollar expended.

Why Stock Limits Are Necessary

Fixing stock limits is necessary, first because turnovers are essential to low expenses and low prices, second because variety of goods is a vital consideration in getting business. Fixing stock limits, therefore, becomes a double-barreled problem.

1. Because stocks must be held down for the sake of quick turnover.
2. Because stocks must be kept up in order to meet the customer's demand for variety of sizes, kinds and prices.

The fixing of proper stock limits is the most vital thing in giving the customer the goods he wants at the price he will pay. It is the main foundation which holds up both sales and profits.

Variety the First Consideration

The first thing in fixing stock limits on any line is to know what the public demands in the way of variety. In all probability more sales are lost because of poor assortments than all other reasons combined. Investigation reveals that more people go to the mail order house and to the larger stores of larger cities in order to choose from larger assortments than for any other reason. Lack of assortments acts upon a business like the plague of a "sleeping sickness." Customers seldom complain of assortments as they do of price or the service in a store. They do not get angry as in the case of a complaint about the goods. They fail to see what they want and go elsewhere. After a series of such disappointments they quit trying to buy at all in the store that does not supply the variety of goods they want.

Fix stock limits to cover an assortment that will appeal to the people and furnish them with the prices, sizes and kinds they want to buy. Fix definite figures for high stocks and low stocks. This will depend on the kind of goods and the varieties in demand, and particularly on the distance of your store from market and frequency of buying.

What it takes to make a salable assortment no more and no less, is the key to fixing proper stock limits. Small stocks often mean small sales. On the other hand, smaller stocks make lower expenses and reduce losses from price declines.

The only rational way to increase the profits of the average store is to separate the store into lines and then carefully analyze each line—(a) fix the right margin for it, (b) fix the right stock limits for it, (c) and then set a sales quota that will make the line a money maker.

Separate Your Store Into Lines

This does not mean the separation of sales and expenses by lines as in the usual method of departmentizing. The store may be separated into as many lines as is necessary to the intelligent analysis of each line and the laying of a definite plan for making each line pay a profit. The number of these lines will depend very largely on:

1. The nature of the goods.
2. The volume of business on the line.

Goods should be grouped together in natural groupings, putting into each group goods that are similar (a) in rate of turnover (b) frequency of buying (c) margin (d) season of selling (e) ease of selling.

The lines for one hardware store were as follows:

TOOLS—
1. Mechanics
2. Machinists
3. Garden

SHELF HARDWARE—
4. General
5. Builders' Hardware
6. Bath Room Fixtures
7. Barber Supplies
8. Cutlery
9. Electrical Appliances
10. Electrical Fittings

SILVERWARE—
11. Flat
12. Hollow

SPORTING GOODS—
13. Guns and Ammunition
14. Fishing Tackle
15. Skating
16. Baseball and Tennis
17. Wagons and Sleighs

HOUSEHOLD GOODS—
18. General
19. Aluminum Ware
20. Granite Ware
21. Pirex
22. Gloves

PAINTS—
23. Paint and Varnish
24. Oil, Lead and Putty
25. Alabastine and Muresco
26. Dry Colors
27. Paint Sundries
28. Brushes

HEAVY HARDWARE—
29. Wood Handles
30. Washing Machines and Wringers
31. Valves
32. Pipe Fittings and Pumps
33. Porch Gates
34. Ladders and Washboards
35. Glass
36. Rope
37. Nails
38. Bolts and Nuts
39. Refrigerators
40. Fencing and Wall Board
41. Roofing and Sash
42. Weights, Asbestos
43. Rubber Packing
44. Heaters and Stoves
45. Stove Pipes
46. Wall Paper
47. Screen Doors
48. Wire Cloth
49. Emery Cloth

"How to Work Out Sales Quotas"

After fixing Stock Limits on each line and the right Margin on each line, the next step is to fix Sales Quotas. These should be fixed on the basis of:—

1. Size of Stock and Margin in the line.
2. What you sold last year.
3. What, under competitive conditions, you can reasonably expect to sell.

Size of Stocks and Margins on the Line

There is a definite relationship between rate of stock turnover and cost of doing business. When the turnover is slow the cost of doing business is high and when the turnover is fast the cost of doing business is low.

When the margin is low the cost of doing business must be low or there is no profit. This means that when the margin is low, quick turnovers must be had to make the sales on the line profitable.

After fixing stock limits to meet the demand of your customers with the smallest possible stocks, there is only one way left to get faster turnover, and that is to fix and maintain a sales quota large enough to give the required rate of turnover. For instance, here is a line on which the average stock to be carried is $600 and the margin is 25 per cent.

How Cost of Doing Business is Held Down

To realize 5 per cent. profit the cost of doing business on this line must be kept down to 20 per cent., no matter what the average for the store happens to be. This means a rate of turnover of not less than four times. It is figured like this:—

4 turns is one turn in 3 months	
3 months at 2% a month is (This is the carrying cost)	6%
Selling Cost (On the basis of averages)	12%
Allowance for extra rent because of choice location	2%
	20%

The Quota Necessary to Profitable Lines

The $600 stock marked up at 25 per cent. of the selling price is marked to sell at $800. To get four turns the store must sell four times $800 which is $3,200.

The sales qutoa, for the sake of a profitable rate of turnover must be $3,200 on this line.

This may mean hard work and extra effort, but it is worth it. Here is the issue:

Sell $1,600 and lose 1 per cent.	$ 16.00
Sell 2,400 and make 3 per cent.	72.00
Sell 3,200 and make 5 per cent.	160.00

It is the sales above the first $1,600 that put the extra dollars in the bank.

Quotas are a continual incentive to a merchant, urging him to be aggressive and definite in everything he does. This alone is enough to double the profits of merchants who are not applying their energy and ability to the best advantage.

"How to Make and Use an Expense Budget"

The old saying, "Cut your coat according to your cloth," is recognized as a bit of fundamental common sense wisdom. It is only a graphic expression of the fact that to make money expenses must be less than income.

All large business concerns operate on limits, quotas and budgets. Even the United States Government with its political log-rolling and pork barrel filling has recently adopted the budget plan for financing.

After you have fixed sales quotas and per cent. of margins on each line you can easily and quickly figure what your total margin in dollars will be on the total amount of your business. To make money you hold your expenses below your total margins. The purpose of your expense budget is to help you to hold expenses down by controlling each individual item.

Here is a typical expense budget showing how it applies even to a small store doing a yearly volume of $36,000.

1.	Rent	$ 420.00
2.	H. & L.	225.00
3.	Taxes	160.00
4.	Insurance	115.00
5.	Depr. F. & F.	100.00
6.	Bad Debts	150.00
7.	Delivery	500.00
8.	Interest	650.00
9.	Miscl.	250.00
10.	Help	2,080.00
11.	Self	3,000.00
12.	Advertising	1,080.00
		$8,530.00

Note.

Item 1. Rent is definitely known in advance.

Item 2. Heat and Light is fixed in accordance with last year's record for these items.

Item 3. Taxes are fixed on the basis of last year's payment and any available information about changes.

Item 4. Insurance is definitely fixed by current rates and policies to be carried.

Item 5. Depreciation of Furniture and Fixtures are according to the basis of charge-off made when the fixtures were installed.

Item 6. Bad Debts is on the basis of average over several years, and present conditions of accounts receivable.

Item 7. Delivery is figured on the basis of last year and the volume of goods to be sold.

Item 8. Interest is figured on the total investment in the business, both on money owned and money borrowed.

Item 9. Miscellaneous expenses are fixed on the basis of past experience.

Item 10, 11, 12. These three items are about three-fourths of the total expenses of the business, and they must be controlled to harmonize with the sales and margins of the business.

These expenses must be controlled with a firm hand. They are under the absolute control of the manager of the business. He is responsible for the expenditure of every penny. It is his job to see that every dollar spent produces a dollar's worth of the kind of service his customers want.

The Way to Make Money

With stock limits to control buying, with sales quotas to control selling, with a margin that makes your prices fair to your customers and to yourself, and with an expense budget that keeps your outgo less than your income you are in a position to make money.

With this kind of a plan applied to each line you sell you can tell easily and quickly where you are making money and where you are losing money. This is the foundation of successful retailing.

The plan outlined in this article will furnish the frame work to which you can nail the many splendid pointers on selling and management which come to you in "Hardware and Metal" during the year. That alone makes it well worth while. Its best recommendation, however, is the many chain, department and independent retail stores that are using it to hold up their sales and profits in the face of strong competition and a falling market.

What's in the "Save the Surface" Department

AT NO TIME in the past has there been such a prospect of big business in paint and varnish for those merchants who definitely link up with the "Save the Surface" campaign, as exists this Fall.

This campaign has been progressing rapidly, gathering momentum as it goes, and with the greatest necessity for protection of property coming in the Fall and Winter months, these next few months should see the biggest volume of paint business that has been done for many a time.

Following is a brief outline of some of the articles which appear in a section of this issue starting at page 162:—

"DISTRIBUTES 'SAVE THE SURFACE' BOOKLETS TO PROSPECTS":

Willard Hardware Co., of Chatham, distribute 5,000 booklets prepared by the store itself and designed to show every paint prospect in the community why they should believe in the "Save the Surface" campaign and how they should act on those beliefs.

"SUGGESTIVE OR GROUP SELLING OF PAINT AND VARNISH":

Mills Hardware Company, Hamilton, have made a big success of grouping lines in their "Save the Surface" department. Neat store cards with samples of the work done by certain finishes are handled by customers. Nelson Mills says grouping articles is a big aid to salesmen's effort.

"OVER $43,000,000 LOST BY CANADIAN FARMERS EACH YEAR":

This loss is due to neglect to paint adequately. Not 10 per cent. of the barns in Canada are painted. The dealer needs an active turnover of paint in the fall months. How the "Save the Surface" campaign can be used to good advantage in the Fall is told by H. E. Mihell in this article.

"IF YOU DID NOT PAINT IN THE SPRING THEN PLAN ON PAINTING THIS FALL":

A good slogan for hardwaremen to use in connection with Fall trade. A. J. Webb tells how sales of floor paint, stove pipe enamel, varnish, etc., can be stimulated in the Fall of the year to "Save the Surface" before Fall rains and Winter snows mar the woodwork.

"GREATER GALLONAGE OF PAINT SOLD SO FAR THIS YEAR THAN EVER BEFORE":

This statement by W. S. Fallis in a short article is a splendid reason why the efforts of retail hardwaremen this Fall should result in much activity in the "Save the Surface" department.

"LESS UNPRODUCTIVE LABOR IN THE PAINT INDUSTRY THAN ELSEWHERE":

This is the reason for comparatively lower costs of paint than other commodities. An advantage which retailers can cash in on and decrease their own costs by increasing turnover.

"RETAIL ADS URGE 'SAVE THE SURFACE' "

A group of representative paint ads by hardwaremen in various parts of Canada showing what effort is being made through this means of publicity to drive home the underlying principles of "Save the Surface." Some good advertising tips are contained in these ads.

"GROUP SELLING OF PAINT, VARNISH AND BRUSHES"

A Montreal merchant who has made a good success of grouping sales of paint, varnish, brushes and other kindred lines uses his window diplays to good advantage for this purpose. A sample window display showing how he sells paint by showing the effect and grouping these lines, appears in this issue.

"WHY THE BUSINESS DEPRESSION HASN'T AFFECTED PAINT AND VARNISH"

A splendid, illustrated article by R. H. Monk, showing the relation of the paint industry to national developments of recent years and a safe foundation on which to judge the immediate future.

Reasons Why Hardware Manufacturers and Wholesalers Express Optimism Concerning The Outlook for Fall and Winter Business

THE FOLLOWING brief interviews with various manufacturers and wholesalers deal with the outlook for business in the Fall and early Winter months as applying specifically to various lines of hardware. These outline conditions as regarding supplies, probable price trend and some helpful selling suggestions.

STOVE PRODUCTION IS CONSERVATIVE

W. R. Gibson, General Manager, The Gurney Foundry Co. Ltd., Toronto, states:—

"I think that most factories are being conservatively managed at the present time as far as Fall stock is concerned, because it would be most unwise to end the year with any large size stock, especially as the crisis we are just coming through has been to a great extent aggravated by excessive overproduction. We therefore believe that it is quite possible for a shortage of goods to occur in many of our stove lines, because the placing of orders usually given earlier in the year has been somewhat delayed. We think that dealers should place a good average Fall order at once, if they are to be certain of receiving these goods when wanted.

"It is unnecessary to detail the conditions that are leading up to the necessity for such action, as thinking people will readily find good reasons for such a course themselves."

GO AFTER THE FARMER

Pointing out the possibilities which exist in developing trade with the farmer, A. T. Enlow, President Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., says:—

A. T. ENLOW

"Those who have been watching economic bulletins, have noticed that the average selling price of farm products has materially advanced. There is no question now about the big crop this year. This means that the farmer will undoubtedly be in the market right along and if he uses your product you couldn't do better than go after his trade vigorously.

"We attribute our big steady business this year to the farmers' 'come back,' the low prices on galvanized sheets and the fact that Canada has kept her head and avoided the annoying and costly strikes prevailing elsewhere."

NO APPREHENSION OVER FALL BUSINESS IN DRILLS, TAPS, DIES, ETC.

L. H. Laythe, Sales Manager, Butterfield & Co., Rock Island, Que., manufacturers of twist drills, taps, dies, reamers, etc., says:—

"So far as we are now able to see, we have no reason to look on the situation in any manner other than with optimism. While the months of July and August are always rather quiet due to the fact that it is the vacation season, this year there has been the additional handicap of various strike situations throughout the country. These, we feel sure, however, will be straightened out by Fall and with every promise of bumper crops all over the country, there is positively no reason for any apprehension as to where Fall and Winter business will come from."

STEEL MILLS GETTING FURTHER BEHIND

An interesting review of the iron and steel industry particularly from the standpoint of the effect of prevailing strikes on future business is given in the following by J. G. Near, Manager Peckover's Ltd., Toronto:—

"The coal strike is having a double edged effect. The shortage of coal is setting back mill schedules in the U. S. and is having the further effect of stimulating buying, the result being that mills are getting further and further behind each week. It is now really a serious matter, and ordinary steel supplies cannot be brought on from Pittsburgh at this time, within three months.

"Take, for instance, steel sheets. You are very fortunate indeed to get an order through in three months with the situation rapidly growing worse. All users of steel in Canada are suffering equally, the result being that Canadian warehouses are being called upon, and will be more and more called upon during the next few months. We anticipate a very lively time, and are bending all our energies just now to urge the mills to give us at least a part of our old orders. In spite of anything we can do, there will be a shortage in many of the chief lines, although prices are holding fairly steady. The trend is of course upwards, and my personal view is that there will be a slow stiffening of prices for the balance of this year."

WAR STOCKS OF INGOT METALS ABSORBED

G. T. Pepall, Director Samuel & Benjamin Ltd., Toronto, gives some interesting details of the ingot metal market in the following:—

"The trend in ingot metals is towards higher prices, for the reason that the accumulated war stocks have been almost completely absorbed, and such metals as copper, lead and zinc are approaching a normal basis, which, in comparison with other commodities, means higher prices. In rolled steel the same remarks apply, and the only barrier to abounding prosperity is the lack of stabilization in foreign exchange, and until that stabilization occurs we must live in a series of chills and fevers as far as prices are concerned."

BRUSH PRICES LOWER NOW THAN NEXT SPRING

W. G. Meakins, of Meakins and Sons, Ltd., Hamilton, deals with the brush situation as follows:—

"Prospects in the brush business, we think, are very good for active Fall business. The cost of all our raw materials

declined during 1921 to such an extent that they got below the cost of production and in consequence there was a great falling off of production. The quantity of bristles which came in from China during 1921 was less than half of any former year for ten years and in consequence, there is beginning to be felt a very grave shortage and prices are all on the increase. Unless prices still go up to make it possible for them to dress the goods in China at a profit, the shortage will continue and it looks as if we are in for an advancing market, which will mean purchasing with a little more confidence. Our own opinion is that prices will be considerably lower this Fall than they will be next Spring."

BIGGEST BUSINESS IN ARCHITECTURAL METAL WORK

W. E. Ramsay, Vice-President The Pedlar People, Limited, Montreal, gives an optimistic review of the past few months trade and outlook for the Fall:—

"In contradiction to all predictions of factors who professed to forecast the conditions, for the past three months we have enjoyed the largest volume of business within our memory. In fact, we could have handled 40 per cent. more had the stock been available. Seventy-five per cent. of this business, however, has been for materials used on farm buildings and the reason for it is that for the past seven years galvanized iron has been enormously high in price and very difficult to procure.

"In consequence of this the farmers have neglected to repair their buildings and have delayed in new construction until such time as necessity demanded repairs and enlargements, and the desire to do this has spread over the province of Quebec like an epidemic. Thousands of these farmers have been unable to procure their material before haying and have delayed their program until later on in the season, and we consequently look for a very fair business for the next three months.

"If the crops in Western Canada turn out as prolific as advance information conveys, we believe that the whole country will benefit immeasurably; the Western farmer will be relieved from his present distressing condition, money will become assured and conditions in all channels of trade materially improved.

"One of the great surprises of this past season has been the cheerfulness in which the farmer has accepted the 4½ per cent. tax on his purchases, because this amount applied to the purchase price of material looks at first sight as large as a moderate profit."

ACTIVE TRADE IN GLASS

A big demand for glass from now on with market prices ruling very firm is predicted by W. Davidson, sales manager of the Hobbs Manufacturing Company:—

"Owing to the factories in Europe being closed down for such long periods," he said, "they have no large stocks on hand. The production in Belgium will not be more than fifty per cent. There is an unusually active demand in the United States for glass of all kinds. Wind shield plates are already very scarce and only a few days ago I had a long distance message from a big American firm wanting to place an order for a large quantity. With such a big volume of building under way, there will be a big demand for window glass from now on as the houses and other buildings are reaching the stage where glass will be required. The market is going to be very firm and prices steady. Stocks both of plate and window glass are in very fair shape."

GOOD PROSPECTS FOR AUTO ACCESSORIES

Pointing to the steady and rapid increase in the sales of automobiles and trucks, and also to the unmistakable tendency on the part of the car owners of Canada to buy better cars, R. G. Edgecombe, of the R. G. Edgecombe Co., London, Ont., sees wonderful business ahead for hardware merchants and others handling auto accessories.

"With more than $250,000,000 invested in autos now, and the amount increasing every day, it is obvious," he said, "that there is an enormous volume of equipment required. Every car owner is a prospect of the very best kind for accessories. Anything that will make his car more comfortable, make it run easier or that will make it better in any way he will buy. There is a tremendous field here for those handling accessories and it is constantly growing."

Mr. Edgecombe pointed out that one of the principal things for the hardware merchant and others handling accessories to guard against is stocking novelties. There is ample business in the standard and well known lines, he says, without experimenting. Some of the new things may be all right, but many of them will not last and those in the trade should be very careful to investigate carefully and handle things which are in steady demand and which they know are all right.

Business, he stated, has been excellent and he is looking for it to continue so.

NO BOOM BUT MORE CONFIDENCE

W. S. LESLIE

W. S. Leslie, president A. C. Leslie & Co., Montreal, states:—

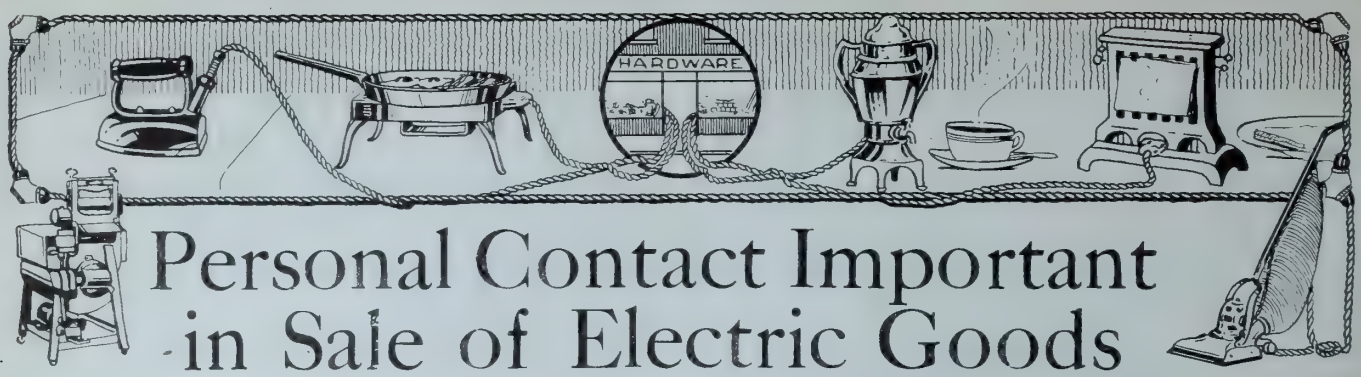
"Regarding the prospects for business during the coming Fall season, we find a gradual improvement in the demand, and more confidence on the part of buyers in booking ahead, though the general tendency is still to run stocks very close, and the market is often practically bare of standard commodities. The London Times in one of its recent trade supplements reports as follows:—

"Trade in many directions is certainly beginning to revive; enquiries are more numerous, and business is being done with greater confidence than has been the case for the past two years. We do not anticipate a boom, and we doubt very much whether a boom would in the long run prove advantageous at the present juncture. We need rather a steady confidence in the future."

"This we think practically applies to the Canadian situation, though perhaps if our crops turn out as well as expected the improvement here will be more marked, through we can hardly expect the return to normal demand this year.

"In the United States trade is naturally upset by the serious strikes in progress, and there is a temporary shortage of many lines with stiffening in prices which may not be permanent. Even allowing for that, however, good authorities consider that the trade there will continue to improve, and that there is every indication of a good, healthy demand for the coming season, so that there seems no reason why Canadian buyers should not purchase on the present market with confidence."

A very active demand for various wood products, with prices firm, is reported by W. H. Braddon, manager of the Columbia Handle Company, London, Ont. All lines of handles, hockey sticks and similar goods, he says, are in demand. The firm will not be affected in any way by coal shortages as all its equipment is operated electrically. Mr. Braddon states that there are good stocks of raw materials on hand and also of manufactured goods, but that orders are being placed freely. The firm, he says, has been very busy and he expects business to continue active. There has been a tendency in some quarters, he states, to advance prices but while the market remains very firm, no advances have been put into effect.



Personal Contact Important in Sale of Electric Goods

"Nothing Like Personal Contact to Reveal to Housewife Advantage of Electric Washers, Vacuum Cleaners and Other Appliances and to Show Simplicity of Operation"—Pays Bonus to a Householder for Demonstrations—Selling Vacuum Cleaners

THE FALL season of the year opens up many opportunities for profitable business in electrical appliances. As a matter of fact many electrical lines have their greatest usefulness in the cool weather, and have a distinctive and seasonal appeal which can be played up prominently by the merchant.

Discussing electrical sales with a hardwareman this week, Hardware and Metal was informed that the biggest sales of electrical goods are made in the fall months. This is the result of his endeavors to show prospects how they can benefit from the use of certain appliances in these months. For instance, the dark evenings of the fall and winter months, with more indoor life than in the summer, brings electric lighting fixtures, portable lamps, bulbs, shades, etc., into greater use. It is a good time to replace any fixtures which do not fulfil their purpose or which are becoming worn. Few people realize the improvement in appearance which can be made in the house interior with a few new fixtures.

Then he points out to the housewives that the heavier washings come along in the fall months when cool weather makes necessary the wearing of heavier clothing and the use of heavier bed spreads. Fall housecleaning always brings a lot of washing, so here is a distinct appeal for the sale of washers.

Floor coverings which are sometimes lifted in the summer months, and hangings which are taken down to make the house appear cooler, are replaced in the fall months, thus necessitating more cleaning. This merchant makes a separate appeal in connection with such trade, for the sale of vacuum cleaners with attachments for cleaning hangings, chesterfields, stuffed chairs, etc.

To Prepare Hot Lunches

As to the numerous small electric appliances, each has its possibilities in Fall trade. Hot lunches are required in place of the cold lunches of summer, and in the preparation of these the electric toaster, grill and percolator are very necessary. Such articles are shown by this merchant in use, preferably on a table set as for a meal. A very effective fall window can be arranged on this plan.

Then there are the September brides to be considered. From the last couple of weeks in August until the end of September there are many showers and weddings for which presents must be purchased. The trend is toward the purchase of presents of utility and what could be more desirable than some of the electrical appliances mentioned?

Discussing the selling of electric washing machines with certain hardware merchants in various parts of Canada some useful views have been received. The concensus of opinion is that the merchant who takes the machine into a home and allows it to be personally demonstrated, makes the biggest number of sales. It is found that one of the biggest difficulties is that of convincing the housekeeper of her ability to operate the machine without damaging it by her lack of skill and to convince her that it will not damage her most precious fabrics. It is the opinion that these difficulties are best overcome by actual contact with the machine. The man of the house must too be convinced that the machine is useful and that his wife can operate it successfully. He dislikes to make such an investment in machinery which might be later discarded.

An Ontario hardware dealer says: "The main point necessary to sell a washing machine is to have someone to sell it to. I have found that personal advertising by canvassing brings results. The best way to sell is to take your machine to the prospect, not wait for her to call for it. This is the way we do it.

"We load a power washer completely equipped and filled with water and clothes on our truck. A small gasoline engine is attached to it ready to start at a turn of the crank. We then make a house to house canvass of our community. Curiosity, if nothing else, will make the people want to look at it. We stop at a house, start the machine going and then get the lady of the house to operate it herself. We let her shift it into gear and run the clothes through the wringer. The simplicity and ease of operation are bound to make her want it and it is usually an easy matter to get her order."

Demonstrate in Home

Another hardware man speaks as follows:

"After I have found my prospect, either by newspaper advertising, use of our mailing list, inquiring of each customer as to their needs of a machine, etc., I carefully demonstrate the machine in the home, always bringing out the predominating advantages of the machine and naming the different people with whom my customer is acquainted who are already using the same kind of machine.

"I always keep a record of the machines sold, as I find this to be a good sales help.

"The salesman who takes the machine for its free trial must thoroughly understand the machine and explain carefully to the housewife how to operate and care for the machine, letting her do much of the actual operating herself.

"Once we have the machine in the home and have followed this plan we usually make a sale. It is much easier to send a machine out on a free trial and close the deal in the home than it is to close it in the store.

A distinctive layout of electrical appliances such as are required in the Fall months of the year is seen herewith. For the indoor months some new electrical lighting fixtures may be needed, also portable lamps. The winter makes heavier washings and cleaning of heavy rugs and hangings, hence the washer and vacuum cleaner come in for greater use. Then there is the coffee percolator, grill and toaster to prepare hot lunches. A wide range of suitable lines for Fall can be included in such a window, to good advantage.

"We have had big success in the washing machine business on this plan and never had a machine returned."

A Western dealer uses frequent community demonstrations at the home of a friend or customer. He says: "We have the lady of the house invite a dozen or more of her most intimate lady friends who may be interested in an electric washer. We find this plan not only sells a machine in the home where it is shown but also results in a number of sales among the visitors.

"A few dollars commission on each machine sold may be offered to the lady of the house as a compensation for the use of her home for the demonstration.

"Seeing is believing just as surely now as ever and it stands to reason that the most doubtful customer will be most quickly convinced of the value of a machine if she sees what it will actually do to her own clothes in her own home, especially if she has had a hand in the operating of it."

Waste of Breath

Another hardwareman points out that in his opinion there is too much breath spent on telling the customer all the mechanical details of the electric washer or vacuum cleaner when the manner in which it does the work and what it does is the most important line of argument.

"How many merchants selling vacuum cleaners, for instance, dwell on arguments in connection with offsetting the housewife's greatest household enemy, dust?" he asks. "How frequently do we point out to her that electric suction is the sanitary way to remove its dangerous particles, laden as they are with disease germs, from her home? We assume to know a great deal about cleaners, but how much do we know about dust—which is the evil the cleaner is sold to battle with?"

The air of high mountainous sections, on deserts, and on the sea, is practically free from bacteria. In large cities, on the other hand, these organisms swarm. The fine, bacteria-laden particles, when inhaled, may be the cause of any number of diseases, and it so happens that the danger is much greater indoors than out-of-doors. Bacteria are so very minute that it is hard to conceive of what they are like. Many of them are not more than 1/150,000th of an inch in diameter. They reproduce by the simple method of dividing into two parts, and under favorable conditions multiply at an enormous rate. It has been calculated that one germ, dividing once every hour, would at the end of twenty-four hours have increased to seventeen millions if nothing interfered with its food supply. Fortunately for us, nature in various ways renders such extremely rapid growth impossible, but just the same, it behooves us to avoid conditions favorable to their increase.

"Might it not be worth while to drop a word about this in the course of your next sales talk on cleaners? The housewife has no particular fondness for dust, and a scientific fact or two about its dangers makes an impression on her. Why not show her that when one employs electric suction, one does the dusting first, and then, with the cleaner and attachments, suction sweeps all the dirt from the room. The salesman who can see the devices which he handles in relation to the home knows that dust and its elimination are matters of importance not only to the housewife, but also to those of us who are selling cleaners."

Hardwareman Outsells all

Finds Electrical Lines Respond Readily to Stimulating Measures—Every Customer Regarded As a Prospect For Electrical Goods—Can Give All the Service Required

HARDWARE merchants who have been looking closely into their records of turnover in various lines of merchandise for information as to lines which can be pushed to best advantage and thus compensate for the falling off noticed in certain other lines, will be interested in the experiences of the Bernhardt Hardware of Preston, Ont.

When seen recently by Hardware and Metal, Mr. Bernhardt explained that he had been up against the difficulty of a falling trade in many lines of hardware during the depression and took steps to right this condition. An evidence of the influence which a hardware merchant can be in guiding public opinion when directed along intelligent lines is found in the fact that this firm has been able to build business from that point until one of the months of this summer was the best on record from the standpoint of merchandise sold.

In going over his stock to decide on what lines to push Mr. Bernhardt decided first on electrical goods, despite the fact that there are a number of first class electrical contractors in town, with display rooms. He realizes that it is only by going one better than his competitors that he can hope to continue to hold the big share of electrical business in Preston as he does. He does not believe in waiting till competition gets to the danger point before he takes steps to combat it. The result of this effort has been not only to stimulate business in general but to bring a greater volume of electrical business to the store than is enjoyed by all the exclusively electrical shops in town together. Paint and oil stoves have also figured largely in the stimulation of business which has attended these efforts.

Can Give All Service Needed

Raising the question of service in connection with the sale of electrical goods, Mr. Bernhardt stated that he not only sells a number of toasters, heaters, grills, iron and other such appliances, but he has a big trade in electric stoves, washers and vacuum cleaners. On these slightly more service is required but he has made a little study of the line handled and is able to replace elements, renew wiring and locate any ordinary trouble which may be encountered. This is the full extent of any service which he has been called upon for, and it is significant of the comparative unimportance of this element that Mr. Bernhardt can sell more of these lines than competing electrical stores.

In the sale of electrical stoves special wiring is often required. In such cases a local electrician is employed to make the necessary connections, but the hardware store is responsible for the stove being in working order and keeping it that way and it is able to line up to its responsibility as well as any other shop.

Getting Prospects

Mr. Bernhardt follows the plan of developing prospects, and these he secures in many ways. He is always on the lookout for new people in town and generally is able to sell them quite a bill of hardware. He also keeps a line on social developments, engagement and wedding notices, etc. By this plan he was enabled to double his sales of oil stoves this year, and to greatly increase his sales of electric washers, vacuum cleaners and smaller appliances.

Few hardware stores can boast of any better arrangement of a large stock than is evident in this view of the interior of the Bernhardt Hardware, Preston, Ont. One of the important points is the use of display tables down the centre, each bearing a card stating the lines shown thereon, each card higher than the one in front. Display racks at the rear are devoted to small household lines. With each line price marked these small tables sell a good volume of hardware.

Local Electric Stores

Local Electrician Does Any Special Wiring—Gives Extra 5 per cent. on Tires to Offset Garage Service—Price Concession Increases Sale of Paint in Gallons

With the spread of electric current and the increasing tendency to use labor saving devices Mr. Bernhardt finds it easier to sell a large volume of electric appliances to-day, and the fact that his success is largely the result of his energy in working on prospects is seen in the way in which he wins out in competition with local electric shops. The larger number of people entering his store provides a good opportunity for sounding out local news and talking up various lines. Mr. Bernhardt takes an interest in all of his customers, talking with each some affairs outside of business. His genial nature no doubt helps him greatly.

Electrical goods are featured regularly in the windows and occupy a prominent location in the store interior. Other household hardware is shown effectively on small tables down the store centre as illustrated. Allowing customers to leisurely stroll through these rows of tables and examine the lines closely, results in many sales. These tables are devoted to aluminum ware, auto accessories, bathroom equipment, graniteware, sport goods and small kitchenware. Prominent cards on each table direct the customer.

Gives Extra 5 Per Cent on Tires

This store has sold auto accessories for two years and an increasing trade has been developed. Displays appear regularly in the windows and a prominent location is given a display table devoted to accessories inside. Lines which sell best include batteries, tubes, valve-paste, lights, patches, oils, pumps, paints, top dressing. It is found that people in Preston and vicinity take much interest in fixing up their own cars, hence the greater demand for such lines as are enumerated. Here again every motor car owner who comes to the store for any hardware is looked upon as a prospect and any new auto accessory lines are drawn to his attention. In the sale of tires this firm give an extra 5 per cent. off to compensate for the fact that the garages put the tires on while the hardware store does not. The reduced price evens up any advantage the garage offers and it is found many motorists take advantage of this, putting on their own tires.

Price Concession on Gallon Cans of Paint

Paint sales have been greatly stimulated this year, particularly in gallon cans, by reason of the fact that the policy of giving a concession in prices on gallons has been made. Paint has been sold at $5.00 a gallon instead of the usual $5.50. This concession did not apply on smaller quantities. As a result a great many more gallons were sold. This has not resulted in leaving a lot of paint on people's hands which they did not want but had the result of increasing the amount of painting done. It was found that when a person has made a start on painting and has a good big can of paint waiting to be used, that they will find many surfaces which need that paint and which otherwise would have been neglected. The paint department in the interior is kept well to the front the whole year.

In arranging window displays Mr. Bernhardt finds it adds much to the effectiveness of the display to get some action in it. Thus in displaying auto accessories, a model car with wheels revolving is shown. Electric appliances on display are generally shown in operation. The same idea applies to sport lines such as bicycles, velocipedes, wagons, etc.

One of the chief reasons why the Bernhardt Hardware at Preston, Ont., sells more electrical goods than the local electrical dealers combined is seen here. A wide range of electrical appliances is shown including vacuum cleaners, washers, heating pads, grills, irons, heaters, stoves, toasters. Note that a variety of nearly all these lines is offered from which the customer may choose. Such displays bring many prospects into the store.

Some indication of how hardwaremen are advertising electrical goods is found in this reproduction of ads. by Turnbull & Cutcliffe, Ltd., of Brantford, Perry Hardware Co., of Estevan, Sask., McMurtrys, St. Thomas, Orillia Hardware Co., Orillia, Ont., Ingram & Davey, St. Thomas, Ont., Rice Lewis & Son Co., Toronto. Some attractive layouts and effective copy are seen in these ads.

PRESIDENT OF CANADIAN WHOLESALE HARDWARE

(Continued from Page 123)

item of overhead cost. We certainly will not stand for any effort to make the retailer shoulder the cost of issuing drafts. We will oppose the movement just as energetically as we oppose the imposition of the sales tax on the retailer. The manufacturer and the wholesaler should very well consider the desirability of absorbing all sales taxes and passing them along as an item of cost of manufacture and sale, just as other costs are passed on. Thus the retailer is afforded an opportunity of passing the cost on to the consumer, which he would not otherwise have."

DAMAGED SHEET CARGO TO BE AUCTIONED

Montreal.—The damaged cargo of sheets from England on the S. S. Orphea, which ran aground in the St. Lawrence a few weeks ago, has now reached this port. Upon investigation it was evident that the larger part of the consignment was damaged to some extent, although it is reported that some material has been taken into stock. There is, however, several hundred tons of galvanized iron and a smaller quantity of black sheets to be sold at a sacrifice. This portion will be sold by auction at an early date. Certain firms are said to be anxious to obtain a part providing the sheets are not too badly damaged, claiming that they can easily dispose of them if the price is not too high.

FIGURES OF PIG IRON PRODUCTION

Montreal.—The production of pig iron during the month of June showed an increase of 23 per cent. over the output of the previous month. A tonnage of 28,763 was returned for the month under review as compared with an output of 23,636 gross tons in May. The basic pig manufactured for the use of the reporting firms increased over the previous month's record by 8,449 tons. The malleable iron produced for sale also presented the substantial increase of 149.5 per cent. The production of ferro-alloys, however, decreased from 2,680 tons in May to 2,051 tons in June, or a reduction of 23 per cent.

Reports of pig iron production in the United States show that increases from the beginning of the present year have also been well maintained. The daily output during June increased by 4,292 over the record of the previous month and fifteen additional furnaces were in blast.

MARITIME BUSINESS IMPROVES

St. John, N. B.—Business in automobile accessories, sporting goods, paints, etc., continues to be very satisfactory. The jobbing houses in the Maritimes are now shipping out large quantities of ammunition to the retailers for fall shooting. The sale of guns and rifles has not been large, but the ammunition business seems to hold its own at all times.

The total cost of building permits issued by the St. John building inspector for the month of July is far in excess of the total for July 1921, according to figures given out by the building inspector. The total value of permits for the year to date is also greatly in excess of the total for the corresponding period in 1921. In July the value of new buildings was estimated at $180,000.

Selling 30 Ranges in Five Days

One Week in Year Devoted to Demonstration of Stoves —Salesmen in McArthur Store, Vancouver, B.C., Avoid Price Until Sales Talk is Delivered—Keep Stoves and Ranges on Mezzanine Floor Away From Distraction of the Store.

DISCUSSING retail selling methods which are particularly effective in moving stoves and ranges during the fall months, W. T. McArthur, Vancouver hardware merchant, stated to Hardware and Metal that while the policy is followed of pricing plainly the various lines shown in the window displays, this is not applied to stoves and ranges for the reason that other elements are talked up by the salesmen in personal conversation with the stove prospect, and also because of the fact that the prospective stove buyer is not primarily influenced by the question of price.

"We specialize in Canadian-made stoves and ranges," said Mr. McArthur. "We sell high class, high-priced ranges. In this department we have two specially trained men who understand stoves and ranges from every angle. They are posted on all the strong points on ours and all the strongest features of the competing makes.

Stove Customer Has Price in Mind

"When a customer comes in the store to buy a range, probably she has in mind the figure $75 or $65, after having been to the department stores and reading the mail order catalogues. Our salesman commences to describe the excellent features of our Canadian range. The customer asks the price. Instead of naming the price the salesman continues to pick out other improvements. Again the price is asked. The salesman affects not to have heard. By the time the demonstration is through, that customer wants our range, but her idea of its value has been going up—up till she begins to fear she cannot afford the range she wants most.

"When the salesman has canvassed all the excellencies of the range, and has summarized the various labor savings, the fuel economies, the ease with which the enamelled, and tile back and over doors can be kept clean, and the polished steel top in condition, then and not till then, does he state the price. By that time, his price seems reasonable in comparison with what she feared, although it may be twenty dollars higher than her ideas when she first came in. It may surprise the Eastern dealer to learn that we never sell a black topped range, and about 85 per cent. of the ranges sold have tiled or enamelled backs. The item of easy cleaning scores a big hit with the woman buyer. Of course, we guarantee all our ranges to give satisfaction. The ranges are all displayed on the mezzanine floor where there is less likelihood of the salesman or the customer being disturbed by other customers."

Exhibit at Fair Helped

The salient features of the merchandising methods of the McArthur store are: Specific advertising, with cuts; everything priced plainly in a manner that identifies the store; specially qualified salesmen to sell the stoves and ranges. This store was the first to show ranges in an exhibit at the exhibition. "This paid well," said Mr. McArthur, "and we have had customers come in a year later and ask to see the range that was demonstrated to them at the fair."

An Ontario merchant describing the methods by which he has worked up a business of considerable proportions having in mind the fact that he is located in a small town in close proximity to the larger cities and where mail order competition is very keen, stated: "We do not believe that any one can make much of a success in selling an article unless they firmly believe in it. We certainly believe our line to be the 'World's Greatest Range.'

Enthusiasm a Business Getter

"Enthusiasm is a business getter; we talk them; we push them; and we advertise them; until the name of our store and the range are synonymous.

"One week each year we hold our demonstration and have sold as high as thirty ranges in five days. We run our ads in the local papers two or three weeks in advance of our demonstration; and the week prior to the event we mail out several hundred invitations. These were received from the factory and our only expense is the cost of mailing.

Use Sold Cards

"We use a red 'Sold' card for every sale we make, giving the size, style of range, name and address of the purchaser, and the date of delivery. We tack these cards on the walls and when a range prospect comes in, he finds on the list many of his friends and neighbors who have bought ranges.

"We have two families with six of our ranges in each family and many more with two, three, and four in the family.

"We have sold these ranges for seven years and have never had to take one back, and in that time our sales have mounted into the hundreds.

"We figure that our responsibility does not end when we receive the check. In fact, we have spent considerable in making good some part of a range that the customer thought was not satisfactory.

"Canvassing is the best method of securing business that we know of. If we can get in the kitchen, even though we do not make the sale at that time, we can tell when they will be needing a new range by the condition of the old one, and often we get the names of some relative or friend who is in the market for a range.

"The first and most important thing to do is first to sell the complete line to yourself. Without confidence, the sale is partly lost at the best. We feel that we are giving as good a range as is manufactured.

Salesmen Examine Ranges

"The next step is to show its merits to our customer. We

An imposing store front with its double decker windows is that of W. T. McArthur Co., Ltd., hardware merchants of Vancouver, B. C. Above is shown a display of kitchen utensils revealing a wide range of lines to choose from and everything prominently price marked. In the centre window are a number of electrical appliances including heaters, irons, toasters, etc., along with a number of lines of cutlery.

feel that each salesman should speak plainly and convincingly, so any help which we have had in our own experience is told to them. We call the men together and the three of us go over the range from top to bottom, examining its construction, the weight of the castings and comparing it with ranges of various models such are sold by our competitors. After this is done I have given a demonstration of selling using the men as customers. After the men know about it, we ask them for a demonstration, so they become accustomed to showing the stove in a proper manner.

"We lead the customer by a little question such as 'Don't you think so,' or 'What do you think about it' to enter into the examination with a degree of interest that we sometimes did not expect.

"Our ranges are kept clear of other merchandise and the best ranges face the front door. They are attractive.

"We never knock another line of ranges. If our customer says something flattering about our competitor's line we pay no attention to it. If they insist on us saying something about this other stove that they have been looking at, we tell them frankly that we have reasons for not handling that particular stove and they could doubtless get a dealer who handles that stove to show it to them in detail. Often the dealer has shown them the stove but has not satisfied them. We invite comparison and when we feel that a customer is simply looking around we never try too hard to close up the deal before they look elsewhere. We do make a point of showing every convenience and point out economy on our range and then suggest to the customer that they go elsewhere—compare and assure themselves of the value and class of the range which we have shown them. We have never yet lost a customer by speaking in this way. Sometimes customers who had suggested that they wanted to look around at the other stores would decide at once that they could not do better.

Keep List of Stove Customers

"We keep a list of our customers and the date and style of stove which they purchased as well as the price paid. A list of fifty or more good representative people using our stoves looks good to the average customer. We never have to show them the whole list but they usually see the name of some friend, and we always assure them that we can get letters of recommendation from every owner.

"We never let a customer be dissatisfied with a range. If they have any complains, we get in the car and go out to see just what the trouble may be. We have had very few of these complaints and the trouble in nearly every case has been a defective chimney. As soon as the chimney was fixed the stove would operate satisfactorily. One time we found a stove brush in the back flue of the range. This had evidently been dropped in at the factory, and as soon as we took this out the stove had a good draught.

"We have taken but one range back and this was not because of any defect in the range. Our customer told us that he was not satisfied because our range had no small poker door in front. (This model did not happen to have one.) He objected because he could not light the fire so easily in the morning. He said that in his old stove they would pile all the kindling, etc., in the stove, put on wood and then light it from the front. They simply would not have bought our stove if they had noticed this door lacking.

" I said, 'Bert, bring that range back to us. We don't want you dissatisfied, because some neighbor is going to ask you some day just how you like that stove.'

"Bert said, 'That's all right, but there is nothing wrong with the stove. I simply don't like it and besides its second-hand now and it would cost me too much to turn it in.'

Above is shown a window including a number of lines which will be in demand in the fall months of the year including ranges, fire screens, tools, toys, etc. Note that price tickets are used throughout. In the upper windows are shown washing day requirements and some of the larger toys such as tricycles. The windows form a prominent selling medium for stoves and ranges in this store though prices are never shown on stock displayed in this fashion.

"My reply was, 'Bert bring it in. We will allow you the amount you paid and if you want anything for your trouble just let us know.'

"Well, this farmer brought the stove in and seemed very reluctant to take all of the money that he had paid for it.

Came Back for Another

"About two weeks later, he came in and ordered a range from catalogue and said some nice things about us. It was so much more than he expected that he told the entire neigborhood what we had done for him. Result—when people from that vicinity want new ranges they think of us and our line.

"We make a point of setting up every range that we possibly can as soon as they are delivered. By doing this we know that the stove is level and that the pipe fits correctly. It also gives us an opportunity to show the housewife how to operate the drafts, how to keep the nickel clean and the polished top bright. We take an interest in the stove after it is sold, just as we did before it was sold.

"When a range owner calls us up and wants a new section of a fire-back or a new water-back we don't have to worry them with the complete trade name, etc., as we have it in our record. This pleases them, as they feel that we have not forgotten that range that they bought five years ago.

"One of the most important points in our selling plan is our prospective range sales book. When we hear of anyone who will soon have to buy a range, we put the name down and immediately start sending literature. Sometimes we ask the factory to forward it direct. We try to educate the customer to wanting our kind and style of ranges. If the customer does not come to the store within the time they have spoken of buying, we drive out and see them in their own homes."

THINK BRITISH TRADE SHOULD HAVE BETTER REPRESENTATION

Toronto, Ont.—The Federation of British Industries, with a membership of 20,000, and a combined capitalization of five hundred million pounds sterling, has interested itself in the erection of a British or British Empire building at the Canadian National Exhibition.

G. H. Locock, assistant director of the Federation and J. M. Mackenzie, head of the Empire section, were guests of managing director John G. Kent in an inspection of the grounds and buildings at the Great Fair recently, and later expressed strong views on the inadequate representation which British trade has had at the Exhibition.

NEW SHIPPING COMPANY

Montreal.—Of interest to manufacturers shipping goods to the West Indies and Central and South America is the recent formation of the Canadian Industries, Ltd., a transportation company organized for the purpose of distributing Canadian products in the American West Indies, Columbia, Venezuela, Panama, Central America and Mexico. The company will not only act as export agents but will carry on their line of steamships any goods which may be consigned to ports in the territories mentioned. They have appointed agents in all these countries to look after the sale and distribution of Canadian goods.

The first sailing was made from Montreal early in June with a full cargo of cement, carbide, wheat, paint, barbed wire, galvanized wire, wire nails, wrapping paper, carbonic gas and fish. The early results of this venture are very promising, the first boat being more than booked up. Manufacturers are taking the advantage of shipping via Montreal, thus avoiding the cost of the rail haul to New York on which freight charges are almost prohibitive, especially in the heavier class of goods.

Problems in Stove and Range Selling

Delivery An Important Factor in Selling of Stoves and Ranges —Some Merchants Make Allowances for Long Hauls to Country Customers—Stoves Feature in House Furnishing Department—Selling for Cash or on Instalment Plan—Cooking Ability First Appearance Second

"WILL YOU deliver and set up the stove?"

"We always do that, madam. This week we drove out to a neighbor of yours with a cooking range. It has been our policy for years."

"All right, we will take this one at seventy-five dollars, but we are not living on our old farm now. We have sold the homestead and moved three miles farther up the road. I hope you can have it out to us by to-morrow as we now have no means of cooking, because we sold our other one to the party buying the farm."

The above conversation was overheard by a representative of Hardware and Metal in a hardware store not long ago. The sale had been made and the merchant was to deliver the stove twelve miles in the country. Cash was paid for the purchase, and the man and wife were assured that the range would be ready for use on the following day. After the buyers had left the store the question was asked of the merchant: "Can you afford the time and expense of delivering that stove such a distance, surely it will require your truck and two men nearly a half day to set it up?"

"We are not going to make our legitimate profit on this deal I'll admit, but still there will be some left for us," was the reply.

It was then explained that an allowance was always made for expenses in this direction. The quotation marked on the stove was the regular purchase price, and the margin of profit permitted delivery within a reasonable distance of the store. However, if this farmer after asking if the stove would be placed for use, had said he would take it home in his waggon and set it up himself, a price of ten per cent. less would have been given, for cash of course. Part payment and balance in instalments would not have been taken, the merchant said. Even after making the sale, he would not have considered it a difficult task, if the money was not forthcoming, to explain that he would only deliver the stove for cash at that price.

"How about your town customers?"

"We give them ten per cent. off for cash," was the brief reply.

Retailing stoves and heaters has always been an interesting question for discussion among hardware merchants. To some the line has proven a very profitable one, to others as a money maker it has been questionable, while a certain percentage have not established this branch of the trade as a store commodity. Reasons given by the last mentioned dealers may differ. Store space may not allow a proper display, the line is left for the house furnisher or the exclusive tin-shop and stove store, or too much money is tied up in a complete array which is considered necessary. While the above may be given individually or as a whole as a reason or reasons, it is safe to say that the question of delivering and setting up absorbing a good percentage of the profit is one of the chief obstacles expressed by many who do not stock a line of heating stoves and cooking ranges. While criticism may be thrown at the method adopted by the merchant in the above conversation, because the rural customer who delivers his own stove is asked to pay the same amount as the purchaser in the town who has his stove placed ready for use, it is one way of overcoming the difficulty and apparently works out to the satisfaction of this dealer.

From the many merchants who have found that stoves form a well-paying line in the store, information is gained that success lies in the ability to increase the turnover. Selling ten or twenty stoves a year, and delivering them, may or may not show an appreciable amount of profit, but selling fifty or a hundred, or even more, most assuredly does. It is to this end, then, that most merchants devote their attention. In many stores the success has been so marked that the stove department occupies one of the choicest localities in the store, being considered the leading line.

Features House Furnishing Department

A Montreal merchant specializes on furnishing homes, and features heating and cooking stoves in a department set aside for this purpose. This section of the store occupies one half of the ground floor space, with one large display window at the front and two at the side. On entering the main entrance the customer is confronted on the left by the shelf hardware and paint department and on the right by the stoves and other requirements of those commencing house-keeping or customers desiring to refurnish. Sales in this department have shown an encouraging increase year after year and in a recent conversation with the proprietor, Hardware and Metal was informed that a good percentage of business is obtained from newly married people commencing to build up a home. One of the first needs that comes to the minds of these customers is the cooking range, they doubtless realizing that their future existence requires this article before all else.

When they come to purchase they enter a store which can supply them with many other lines which they will have to buy, and a stove sale usually means that the delivery truck will be laden with a full load of household necessities. "This is the class of trade we are now catering to, and in recent years we have made such headway that our store is now known for many miles around as the first stopping place for the bride and groom," he said.

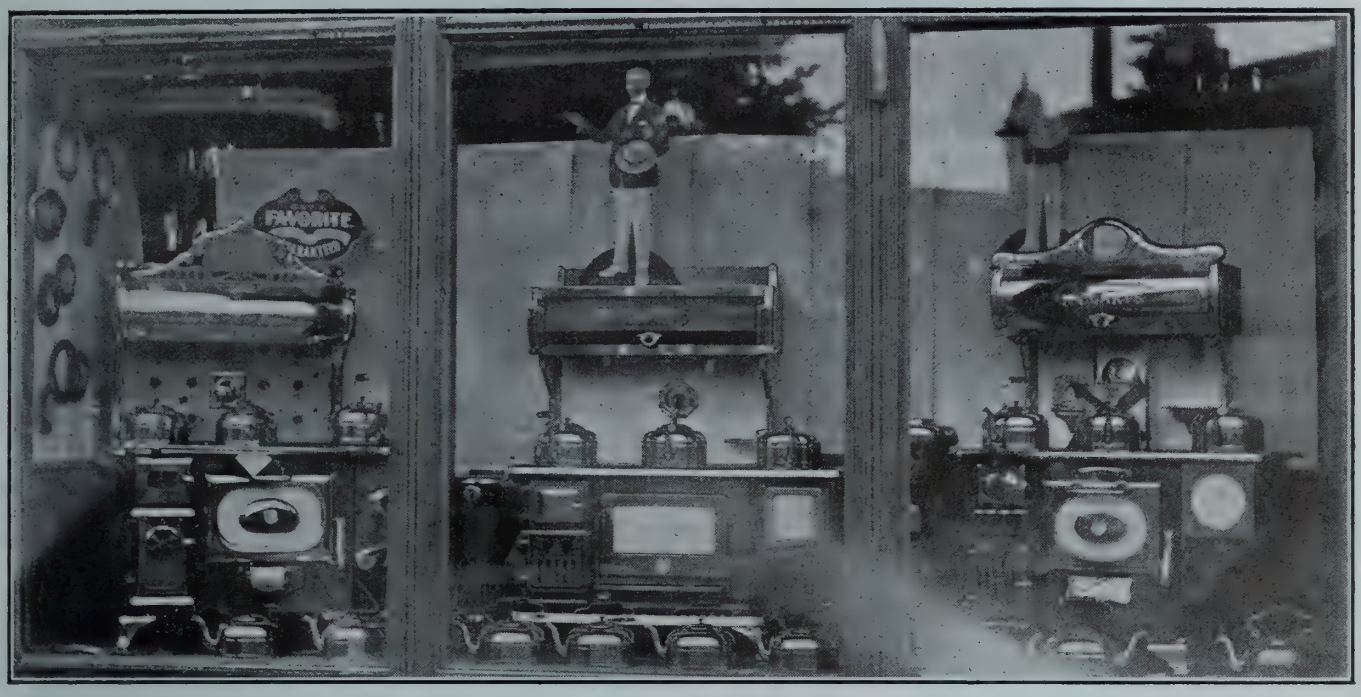
"Do you sell for cash only?"

"No, we have a system whereby these people can purchase on the instalment plan. They pay not less than one-half down, and the balance in monthly payments. However it is surprising the number who want to take advantage of the discount we offer for cash. We have found that by getting them in our store first we can often encourage them to pay for the goods on the spot. They have saved up for the occasion, and we always try to get there first," he concluded.

Oven First, Appearance Second

Another factor in retailing stoves has often been outlined, and this is no doubt all important when selling to the older

Shows Kitchen Utensils With Ranges



For the purpose of advocating the complete replacement of kitchen requirements before the cold weather sets in, E. M. Lapierre, hardware merchant, of Buckingham, Quebec, shows a group of kitchen utensils along with ranges in his window displays. Here is a sample Fall display in this store showing ranges highly polished, kettles and other utensils, heaters, stove boards, etc.

housewife. The salesman must know everything there is to know about the stove he is selling. A lady customer, especially one experienced by years of cooking, looks to the oven first, and the appearance of the stove, as a secondary consideration. Of course, the outward appearance of the kitchen ornament will go a long way in assisting the sale, but, will the stove cook well? A merchant in a small Ontario town when asked the question, used to reply with a smile on his face; "Yes, this stove will cook with the oven door open." Needless to say the reply in itself carried little weight with the customer. It would in all probability bring forth a smile, and allow the best of an opening to get the prospective purchaser interested.

The real sales effort followed. It was up to him to show the lady that the stove would meet all requirements in the line of cooking and he would set out to do just that. With sleeves rolled up he would remove the lids off the fire box and over the oven, point out the direction of draft, the effects of each damper, and explain why each one should be closed or open. The direct draft in the chimney and height of the fire in the fire box were also important, the amount of heat shown on the oven thermometer should be watched. The flue at the bottom of the oven must not be forgotten. There was nothing left to be explained when he finished, and all through the sales effort the appearance of the stove was not taken up. This would be pointed out after the customer was assured that nothing more could be desired from a cooking standpoint.

Although proprietor of the store, he could very often be found with a soiled shirt, and perhaps his face had also come in contact with the blacking of the stove. However, it was generally found that the sale would be closed before the customer left the store. "Let me attend to a stove prospect, and if I cannot sell I can at least make it easier for my competitor who will follow me in showing his stove," the dealer used to say.

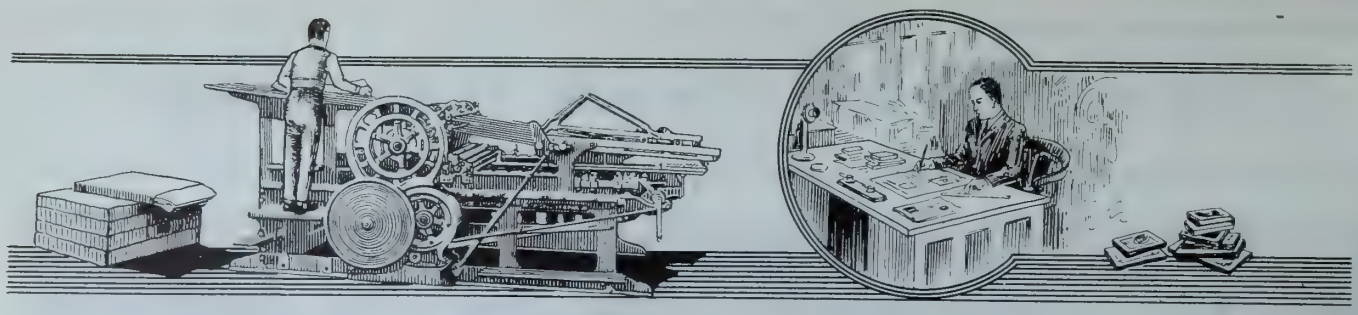
A Broader Range

Stores selling stoves have found that almost each year brings something new to the department. In the pioneer days a stove was a stove, burning wood, and heating and cooking at the same time. From wood to coal, from coal to gas

(Continued on page 149)

Important Points Made By Retailers For Successful Stove Selling

1. **Don't emphasize prices on stoves and ranges. Make the customer want it and tell them the price last.**
2. **Easy cleaning is big argument in selling women customers.**
3. **Place stove department where salesmen and customers have no distraction.**
4. **Exhibits at fairs have pulled stove business a year after.**
5. **Enthusiasm combined with thorough knowledge is best basis for stove selling.**
6. **A demonstration at set period with plenty of advance notice will sell stoves.**
7. **Put "sold" cards prominently on all stoves or ranges sold with addresses and names of purchasers.**
8. **Don't consider that your responsibility ends when stove is sold.**
9. **Canvassing will bring business. Get into the kitchen and see the stove now in use.**
10. **Have salesmen study the stock and carry out sample demonstration.**
11. **Get the customer interested in the examination by a leading question.**
12. **Don't knock another line of ranges. Invite comparison. Don't press customer too hard if "only looking."**
13. **Keep list of customers with date and style of stove purchased and price paid.**
14. **Customer list helps sell others and facilitates any replacements which may have to be made.**
15. **Satisfied customers do much valuable advertising for the merchant.**
16. **Establish "prospective range sales book" and work hard on prospects.**



Preparing Effective Advertisements

Many Retailers' Ads Could Be Greatly Improved in Style and Effectiveness by Employing Some Simple Rules—Most Effective Work Now Required of Ads Makes Necessary Some Study of the Question—A Weak Ad is Revised

We are just paying our advertising account to a local paper and we wonder if we get the results. We are thinking of buying a multigraph for circular advertising. What do you think of this plan? We would also like your comments on our style of advertising as per enclosed.

Porteous Hardware Co., Grande Prairie, Alta.

IF THE LOCAL paper reaches the prospects of the store economically it should be used. A store which serves a restricted district in a large town or city may find it wasteful to pay the high rates for reaching a very large territory only a part of which is likely to contain prospects for their store. In such cases the advertising problem is to find means to send the retailer's message to as many individuals as possible in the territory he actually serves. Circular letters to a good mailing list are a good means of doing this. The mailing list should be kept clean; that is, free of names of persons who have died or moved away, etc. If possible a card index with the names on the mailing list should be kept. When one of these customers purchases something a note of the article and amount of sale should be entered on his card. This will help to check results.

It should be remembered that some of the most valuable results of advertising, either in local papers, by circular letters, by word of mouth in conversations in the store, by show cards, by window displays, by moving picture slides in the local "movie show," cannot be traced, yet nevertheless, the merchant is receiving value for the money invested in advertising.

In all forms of advertising for the retail store good copy is important. "Stunts" do not gain much. "Reminding Copy" such as "Buy Midnight Cigars" has only a limited and incomplete value. The copy should do several things to be complete, either in a letter or a newspaper advertisement.

It matters not what classification you give any particular advertisement, it has an object in view. How that object can best be achieved is the ever-present problem of the merchant, or whosoever it may be, who decides to contract for space in a newspaper, magazine, periodical or any one of the other varieties of media which may be at his disposal. If advertising were an exact science the problem would be easily solved. It is not an exact science and probably never will be—that is, so far as text matter, illustrating and method of typographical display are concerned, which happen to be the subjects under consideration now, and was occasioned by a solicitation for criticism of the advertisement shown here as Fig. 1. This is a two column newspaper advertisement. The merchant who submitted it for criticism is anxious to secure the best possible returns for the money he invests in newspaper space, and asks if an improvement could be made in the pulling power of the message both from a copy and display point of view.

There are very few advertisements, no matter how strong their appeal, that cannot in some way be improved. Some are open to a vast improvement. This particular one no doubt could be improved to a considerable extent. Our idea of a stronger appeal is shown as Fig. 2.

We have said that advertising is not an exact science. In other words, no set of rules can be established to cover all cases. Yet, a number of broad principles governing advertising have been almost universally adopted.

If an advertisement is to successfully fulfill its purpose the accepted broad principles of advertising should be adhered to. An advertisement must (1) attract attention; (2) invite reading and be easily read; (3) carry conviction, or, as one eminent man has said, that to have your advertising successful, you must get people to see it, read it, understand it, and believe it.

Value of Attractive Layout

It is conceded that the appearance of an advertisement determines to a great extent whether or not it will be noticed and read. Then it must arrest attention first of all. Many advertisers fail to grasp the fact that it is largely the layout which decides this. The finest of copy material may be entirely wasted through lack of attractive display.

An attractive layout is usually secured by:

- Pleasing balance and contrast.
- Brief headings, easily grasped.
- Text matter set in readable type.
- Having each unit separate and distinctive.
- Proper proportions of white space.
- Display lines in relative type faces.
- Type set to conform to shape of ad.
- A neat border that matches the type, and holds the units together without claiming too much attention, to the detriment of the message.
- The use of an illustration (if possible.)

A good layout, in a nutshell, means a clean-cut, readable and coherent arrangement which carries a "punch." A good heading helps to give it the necessary punch—and it is not necessary that the heading be in billboard type, which too often promotes clumsiness. But the chief method employed today to give an advertisement the desired effectivness, is found in the use of an appropriate illustration.

Then to make an advertisement easily read, the parts must be separated by white space. To make it carry conviction there must be an interesting story to tell. It must be told clearly, and in most cases briefly and to the point.

The realm of advertising is just about as complicated as the realm of law. A problem is presented with each case. This being so, we can hardly hope to treat in detail the complex ramifications of the principles enunciated here. However, by keeping the few broad principles of good advertising in mind, the casual copy writer has something definite to aim at; experience and practice will then gradually unfold and prove their value.

Now, how does it so happen that there is so much hit-or-miss affecting the presentation of advertisements in newspapers throughout the country? This may be readily explained. Consider, for instance, the advertisement shown in Fig. 1. Evidently the author is not a technically trained ad writer, which is certainly no reflection upon his ability, pertaining to his legitimate calling. Consequently, the advertisement is not written to the best possible advantage. The salient feature, which happens to be "heaters, at new and lower prices," is not played up, to use a newspaper expression. Then in the second place, the compositor, or printer, who constructed the type arrangement, "slipped up" to some extent in his part of the work, inasmuch as he failed to make good the deficiencies of the copy writer.

The printer is not always to blame if an advertisement lacks selling qualities. He is often obliged to conform to the dic tation of the ad writer, and if the ad writer is not technically trained, indifferent results follow.

Bring Out Vital Features First

It is the contention of the writer, based on several years' experience, that the advertisement of the Porteous Hardware Company would be more productive of results by boldly displaying the subject of the message at the commencement, along with the selling points, "at new and lower prices," as shown in Fig. 2. The message is almost sure to catch the eye of every reader of the paper, and anyone who is thinkng of buying a heater will not likely pass it over. The Porteous Hardware Company will be remembered more readily, too, by those who are not concerned about buying heaters today, but who may be ready to purchase some time in the future.

We believe that our re-set, Fig. 2, presents the message with more telling effect than the original, Fig. 1, but the former likewise is open to improvement. How much more effective it would have been to have included prices! Of course, it is appreciated that the Porteous Hardware Company may not care to give vital business tips to their competitors. Nevertheless, the backbone of the message, we believe, has been sacrificed by this omission.

You Get Your Money's Worth

WHEN YOU SELECT A HEATER FROM OUR COMPLETE STOCK

WE HAVE HEATERS—EITHER COAL OR WOOD—in all sizes, and every Stove is marked at the new and lower prices. Get yours now while the stock is complete and be prepared for the cold weather.

"We Sell Stove Satisfaction"

LET US SOLVE "YOUR" HEATING PROBLEMS

PORTEOUS HARDWARE CO.
LIMITED
GRANDE PRAIRIE ALTA.

Fig. 1 Original 2 column ad. as submitted by Porteous Hardware Co., Grand Prairie, Alta., for comment and suggested improvements. It would have been stronger to have quoted prices. Other improvements are mentioned in the article.

HEATERS
At New and Lower Prices

HEATERS in all sizes, either coal or wood, every one of which is marked at a new and lower price. Get yours now while the stock is complete and you will be prepared for the cold weather. Remember we sell stove satisfaction.

Let us solve your heating problems

PORTEOUS HARDWARE CO.
LIMITED
GRANDE PRAIRIE, ALTA.

Fig. 2. Revised layout of two column ad submitted by Porteous Hardware Co. as shown in Fig. 1. In our opinion this ad is much stronger than the other in that it emphasizes the name of the article about which the ad is written and the second emphasis is placed on the selling points.

Modern Method of Preparing Copy

It is a fact worthy of note that the city dailies carry more effective, sales-pulling advertisements than the country weeklies. Two reasons may be pointed to for this. Nearly all city newspaper advertising is written by trained ad writers, and the city printer, generally speaking, is a more highly trained display compositor. The business of advertising is conducted something after this fashion in the cities. The ad writer prepares his copy and layout with pen or pencil. The layout indicates pretty closely what the ad writer has in mind. In many cases it is almost an exact re-production of the advertisement; the headings, sub-headings, prices, name and address, etc., are all carefully allocated, with marginal notes indicating the type to be used. The places for the text matter are shown on the layout by drawn lines very often, and the matter is usually carried on a separate type-written sheet. The text-matter then finds its proper place by the use of corresponding numbers. The most approved method is to typewrite the complete advertisement separately, including everything in the layout. Thus the chance of getting any of the text in the wrong place is minimized.

If there is a good understanding between advertiser and publisher this painstaking and rather time-consuming method is not necessary in all its details. A rough pencil layout and type-written copy is all that is necessary. The publisher and his staff have learned from experience the requirements of the case. That is, the kind of border and type preferred by the advertiser; bold or conservative display; an abundance of white space, or a limited amount, and other

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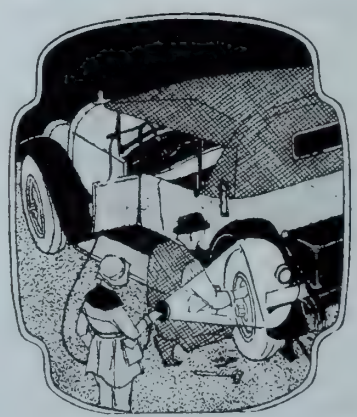
Moves Accessories to Larger Quarters

Big Growth of Automobile Accessory Business Necessitates More Spacious Department —Electric Headlights and Bulbs Connected Up—Special Tire Holder—Stand for Bumpers—Goes Easy on Novelty Accessories—Compiling a Catalog

THE automobile accessory department of W. H. Thorne & Co., Ltd., St. John, N. B., during the past few years has grown to such an extent that the small department used on the lower floor has been found to be far too small to accommodate the increased stock, and larger quarters had to be found elsewhere. Even with the small department it was found necessary to have a special stock room, with a man in charge, who by the way is an experienced man, and knows the automobile accessory business from start to finish. Messrs. Thorne's accessory department is now located on the second floor, and a large portion of their spacious sporting department is devoted to this end of the business. Two large silent salesmen are used for the displaying of small goods, and two modern wall fixtures are used for retail stock and the displaying of samples, all behind glass, and mounted on a red plush background, lighted at night by electric lamps. A special display is made of headlights, spotlights, side and rear lamps. These are all wired up to the electric light main, and through a transformer the salesman is able to show the customer the light burning. This is a fine aid to sales, and completely satisfies the customers, who as a rule like to see the lamp they are going to purchase actually tried out. A transformer is also used for the testing of light bulbs, and these are always tested in the sight of the customer, and shown to be in perfect order when leaving the store. This has been found to be very necessary as when a customer takes out an untried lamp, the merchant has no come-back should the lamp be returned as faulty, although the customer may have himself burned it out. This method of testing lamps has been found to be a money saver, and enables lamps to be sold profitably, which is an impossibility should there be many returned, and once the lamp has been seen by the customer to burn perfectly, should he damage it himself, he will never consider bringing it back.

Another special feature of the new automobile department is the accommodation made for tires. A large tire holder has been installed, capable of accommodating every size of tire stocked. These tires hang in two rows, and can be placed on the hooks with one hand. This method has been found to be far ahead of having them reared up in a corner, or piled on the floor. All sizes can be examined as they hang on the rack, and can be easily taken off should the customer so wish.

A special fixture has been installed to display jacks, luggage carriers and shock absorbers. Garage equipment is also shown here, such as electric drills and grinders. A good business has been done in air compressors, in fact this has been a record year, more sales having been made of air compressors this year than the total of the four former years' sales of this class of garage equipment. This may be accounted for because of the fact that a special salesman has been spending a large amount of time calling on garages, in fact he makes it a practice to see as many as he can every day, as their needs crop up in the night, and a repair man who did not require any parts the day before may find that a job has come in in which he needs several articles. This constant service is much appreciated by the garage owners and repair men, many of whom look each day for the coming of the salesman. This city salesman, A. Doherty, told Hardware and Metal that several of the repairmen asked him on his first visit why he had not called before, and that it was a great convenience to be able to have their needs supplied without having to lose any time going down to the store in order to pick out their requirements. Mr. Doherty, by the way, has undergone a special training in automobile work, having taken a course of lessons during the time vocational training was in vogue in St. John. He has found this to be very helpful, and enables him to talk with experience to repair men, who appreciate a man who knows his business.



Auto Accessory Catalog

The Thorne automobile accessory catalog is worthy of special mention, embracing as it does practically every need of the car owner, garage and repair shop. This catalog was compiled by the salesman in charge of the stock room, J. McGillvery, who as before stated is a practical garage man. This latest issue is the fourth number, and contains no less than two hundred pages, profusely illustrated, and every item described in detail. Mr. McGillvery has shown a remarkable aptitude for this class of work, and has introduced several new ideas in catalog compiling. One of the special features is the indexing. No matter how many names an article may be commonly known by, it is indexed under each name, enabling the customer to locate with ease the goods for which he is looking. This has made it extremely easy to find any article, and no sales are lost to out-of-town customers because they have been unable to locate what they want in the catalog.

Another special feature is the classification. For instance, all articles connected with tires, such as cements, patches, valves, repair outfits, etc., are all shown in the same section of the

(Continued on Page 146)

Realizing that many people have yet to be educated to the fact that the hardware merchant can supply their requirements in automobile accessories and that a wide range of such equipment can be secured in the hardware store, W. H. Thorne & Co., St. John, N. B., use frequent window displays for accessories. Here is a recent window suggesting lines required in the Fall of the year such as new tires, spotlights, spark plugs, brake lining for wet and icy streets, carbon remover, gaskets, jacks, tools, etc., for the motorist who overhauls his car in the Fall.

Links Auto Equipment and Curb Pump

How to Select the Auto Accessory Stock With Due Attention to Local Requirements—Takes More Digging To-day for Business Than Most Merchants Realize—Making Demonstrations Effective—Following Up Prospect Brought $25 Paint Order

A CURB gasoline pump has helped develop trade in automobile accessories among motorists for Elliott's Hardware, Brantford, Ont. In a recent conversation, Mr. Elliott stated to Hardware and Metal that the pump is a great convenience to motorist customers and helps bring to their mind the fact that they can secure their requirements in automotive equipment at the hardware store.

In order for a hardware store to get the full benefit of bringing motorists into close contact it is necessary that a large number of cars be not parked in front of the store. For a long time Mr. Elliott suffered from this handicap and both gasoline trade and general store trade declined as a result. It was necessary to have a change made in parking regulations and a considerable improvement is now noticed. Evidence of the fact that the window displays pull business in auto accessories as well as in other lines of hardware is seen in the fact that while cars were allowed to block the roadway in front of the store sales of accessories and gasoline fell off considerably but since motorists are again brought to the store front by the gasoline pump, sales of accessories have been increased. Automotive equipment is frequently shown in the display window nearest to the pump.

Selecting the Stock

Mr. Elliott's advice to the hardwareman just embarking on the sale of auto accessories is to take particular care in the selection of stock. He points out that some merchants have become more or less dissatisfied with the line due solely to the fact that they have not taken the care they should in selecting stock with due attention to local requirements. A great many specialties are placed on the market which may have a good sale in one district but not in another and if care is not taken the hardware merchant is found with shelves loaded with stock which has little call and which represents a tie-up of capital which eventually will represent a loss even though sold.

Exploiting Unemployment

Industrial operations in Brantford have been slack for some time due principally to the fact that local industries are of such a nature that they do not get under way until after the majority of other branches of manufacture. For this reason hardware merchants in that city have had to do some tall thinking to keep up the volume of business. In this connection Mr. Elliott points out that the merchant in order to stimulate business to-day must do some unusual thing. People he says can no longer be aroused by the same old line of effort which the merchant may have been making year in and year out. He is of the opinion that it takes a good deal more digging to secure business to-day than many people realize, and this is the reason why some aggressive merchant in one locality reports business active while others in just as progressive a district say business is poor. The "spotty" character of business is attributed largely to the individual's aggressiveness.

Demonstrations Made Effective

Speaking of unusual ideas Mr. Elliott mentions that demonstrations in the retail store are not nearly as effective alone as when some special inducement is offered to attract people. He found that a recent demonstration of paint was much more effective when an alum-

inum saucepan was given away with each quart of paint purchased. The stipulation was made that only one saucepan was given to a customer purchasing a minimum of one quart of paint.

"This was one of the best sales stimulators we ever had," said Mr. Elliott, "and we have found that while people will come no distance to the store for information, they will come if partially interested in the line to be demonstrated and knowing that a useful utensil is to be given free. These people may have been contemplating the purchase of the line to be demonstrated for some time past, but the announcement brings the matter to a head and when once they are convinced their purchase is definitely linked with our store by means of the free offer."

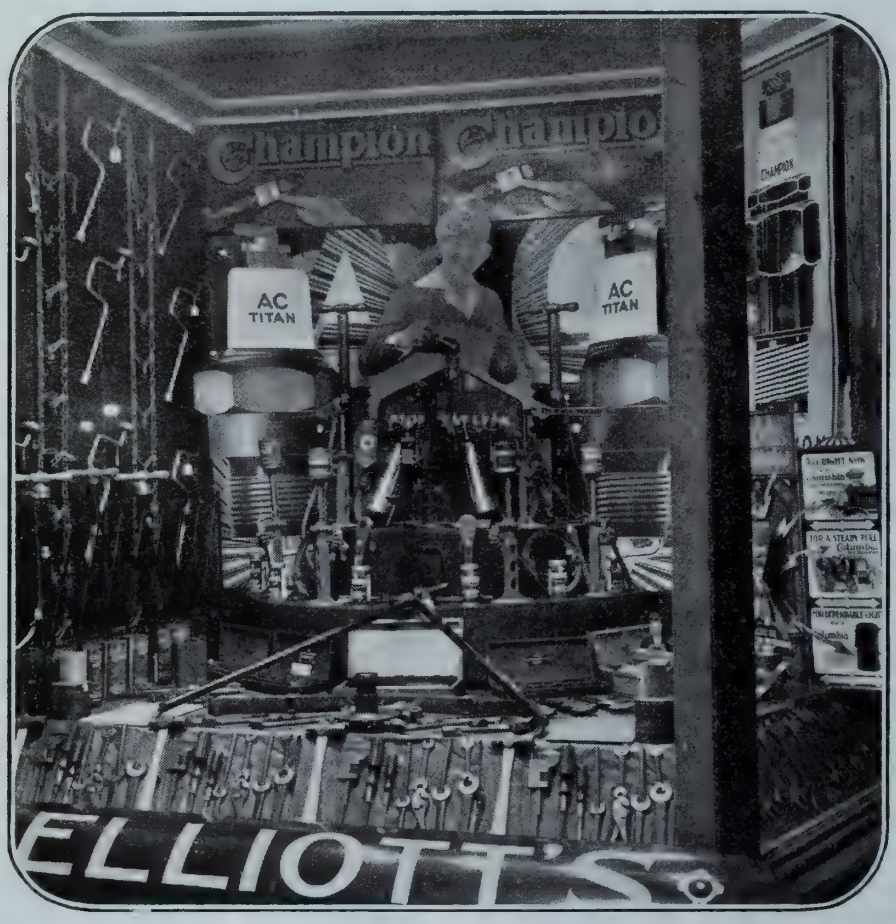
Close following up of prospects is one of the other unusual policies by which this firm is keeping business active. Mr. Elliott points out that it is necessary for the merchant to make a particular study of his local conditions in order to decide on the best plan to adopt locally, and that only general policies can be outlined as applicable to all cases. "There are no new ideas on salesmanship, the old fundamental of 'work' is the only solution," said Mr. Elliott.

The idea of following up prospects is very productive in this store. Building permits are watched for leads giving names of prospects for builders' hardware and paints, and one man in the store employs a bicycle to go out and personally get in touch with all such prospects. Every customer is given a color card or other paint literature dealing with the finishing of various parts of the home or other buildings according to the season. Thus in the Fall these will deal with the importance of protecting the buildings against the ravages of winter, they will deal with the re-finishing of veranda and house floors to protect against the wet weather of Fall, and with the general renovation of the home interior for the indoor months. From handling this literature and briefly discussing paint needs, a number of prospects are secured each day. These in turn are followed up. The day on which this conversation took place one of Mr. Elliott's salesmen closed an order for $25 worth of paint for a customer who was looked upon as but a lukewarm prospect. Aggressive following up and education soon made him an enthusiast. Mr. Elliott points to the fact that while the time expended might not seem profitable judging by the size of some of the orders secured, yet the important thing is that connections are being made which are more or less permanent and in future the customers will think of the store which showed that they appreciated their business, when they require more paint. He finds the average paint customer requires much information regarding this commodity.

Advertising

His newspaper advertising is productive of good business according to Mr. Elliott, particularly when linked up with window displays. A good sized ad is run every Friday night and two smaller ads are run at other periods each week. Unemployment has made some slight difference in the nature of business though little complaint is now reported in regard to hardware prices being too high. Persons temporarily out of employment have turned their hand to fixing up their premises and this is pointed to as partially responsible for the sales of house paint, tools, etc., which have been active this season. Mr. Elliott points out that the recent stiffening of prices on some hardware lines has had a tendency to stimulate business in those lines. There are said to be many people who have postponed necessary purchases anticipating some further reduction in prices and when they see prices on the upward move they delay no longer. This tendency is likely to be reflected throughout other hardware lines during the Fall months.

Brantford Motorists Know Where To Buy Their Automobile Accessories



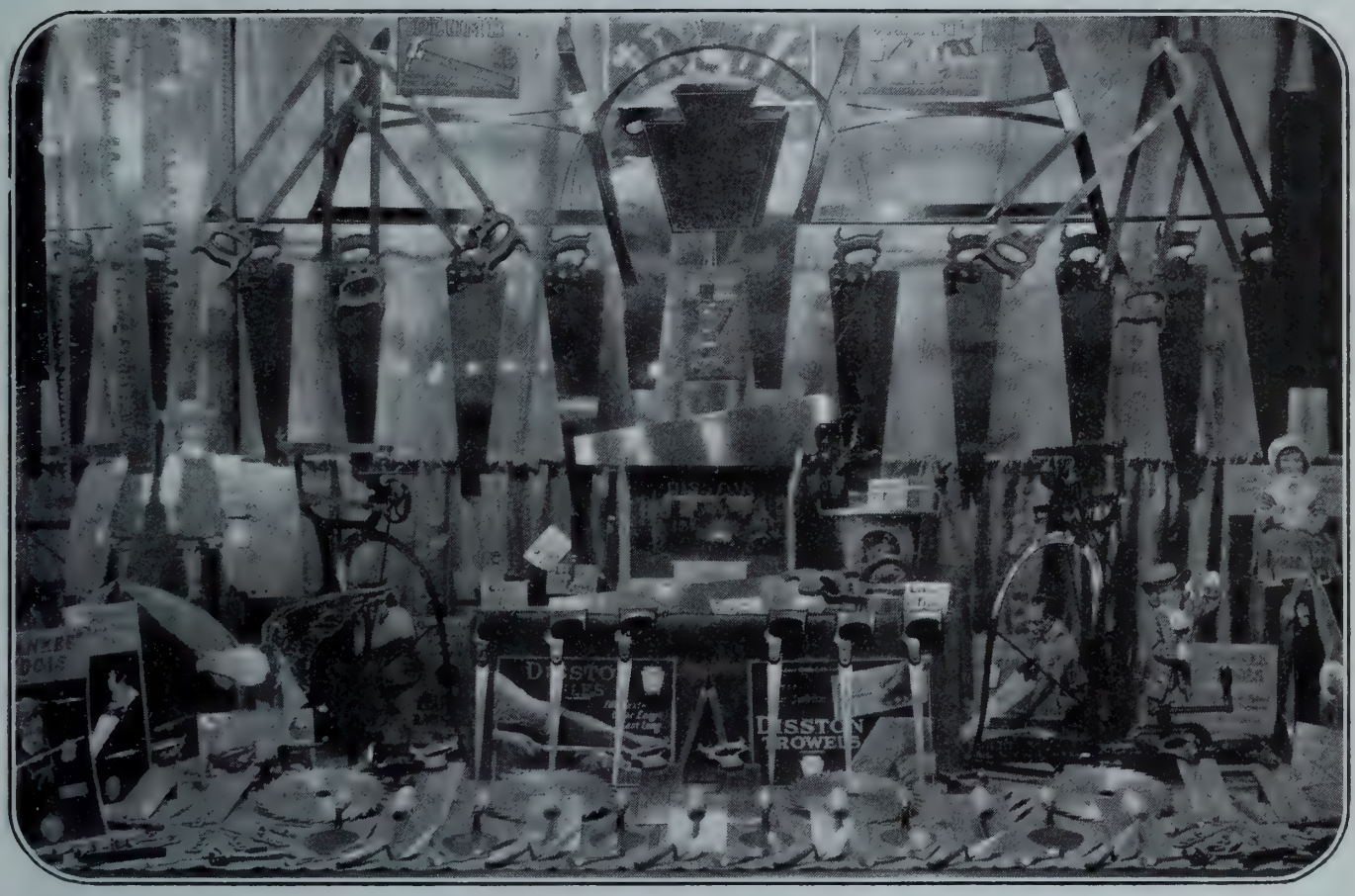
A somewhat unusual range of accessories is included in this window display by Elliott's Hardware, Brantford. The windows of this store are frequently used for automobile accessories throughout the year to link up directly with motorists who draw up for gasoline at the curb pump. This display is built with a centre pyramid and includes a number of lines which are specially applicable to local trade such for instance as luggage carriers for tourists, tools for those who fix their own car, piston heads, rings, hubs, support rods, springs, jacks, pumps, repair kits, batteries, and other specialties. The motorists around Brantford know where their accessory requirements can be filled.

NOVEL IDEA FOR HOLIDAY

Moffats, Limited, of Weston, Ontario, have adopted a new method of solving the holiday problem. Moffats, Limited, are solving this problem by closing down their plant for ten days to give everybody a holiday at once. Those employees who have been with the firm five years and upwards are to get a special bonus with their holiday.

A Contest Aroused Interest In Tools

Guessing Contest As To Number of Saw Teeth in Window Display Attracts Much Attention—Displaying Tools Effectively Without Allowing Them to Become Shopworn and Rusted by Handling—Suggested Layout for Tool Dept.



INDICATION *that the merchant himself appreciates the importance of keeping tools in good condition, is one of the important factors in developing trade in mechanics' and carpenters' tools with the best class of buyers. Attractive display is possible with tools, as indicated by the above outlay arranged by Sumner Co. of Moncton, N. B.*

Special interest centered in this display because it was in the form of a contest, the idea being for passers by to make a guess at the number of saw teeth in the window. The prizes to be given were shown consisting of: First gent's prize, a saw; second gent's prize, a plane; and third gent's prize, a hammer. The ladies: First ladies' prize, a bread mixer; second ladies' prize, a set of irons; and third ladies' prize, a meat knife and fork. Much interest was aroused in the display by the contest and many of those who took part were brought face to face with the need for replacing some of their various tools.

When the prospect is brought into the store by such a display some hardware merchants follow the plan of placing cards in prominent locations directing the prospect to the department in which he is interested. Here he or she will find samples of the lines shown in the window in showcases and on wall cabinets where they can be closely examined. A favorite plan is to show samples on a green baize covered door behind which are numerous drawers containing the stock of those lines sampled. In some stores this board which sometimes is 2 x 4 ft. does not swing on regular butts but swings on double hinges so as to be considerably nearer the customer when opened out and still parallel with the wall. In some cases certain sections of these boards are detachable and can be laid on the showcase for closer examination. Below each of the sample items is a tag bearing the drawer number, tool number, size, cost in code and selling price. This makes it possible for a salesman to serve a number of customers hurriedly. The samples being securely fastened prevents any thieving, and a merchant who uses boards on double hinges such as described finds that his samples are kept in much better condition and prevented from the usual rusting which often makes high grade tools unsaleable due to perspiration from people's hands.

An effective arrangement of a department is described as follows Fine mechanic's tools first, then coarser tools such a snips, punches, pliers, etc. all shown in similar fashion. As a link connecting the mechanics' and carpenters' tools section is a display board devoted to screw drivers. From there on the display deals with carpenters' tools ending with shelves for wood screws, cabinet clamps and such lines which are hard to sample.

Attractive displays with some element to draw special attention and make the prospect appreciate high grade tools, combined with adequate sampling in such an effective manner as to encourage sales, are the factors which this firm and many others have employed to successfully develop tool trade at all seasons of the year.

MINE ACCESSORIES IN LARGER QUARTERS

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catalog, and one does not have to look all over the book to find goods of the same nature. This idea is carried out all through, and makes the catalog very easy to use, both by customers and clerks. This has also been a good year for bumpers.

A special stand supplied by the manufacturers is used for the displaying of bumpers for every type of car, and the customer can see how the bumper will look on his car before he makes his purchase. W. H. Thorne & Co., Ltd., have found that there are many articles in their sporting department that connect very well with the automobile accessory business. For instance, lunch kits, camping outfits, fishing tackle, etc., as in nearly every case the motorist has need for some of these goods when going on a holiday or a trip. The manager of the sporting department, W. O. Bagnell, states that the addition of automobile accessories has made his a busy department, and that there is something doing all the time, and his assistants have had to move fast in order to get well acquainted with the automobile goods, and he thinks it was well that they had some knowledge of automobiles and accessories from personal experience with cars.

Window for Auto Accessories

One of the nine windows of the Thorne store is always used for automobile accessories, and the newspaper advertising is run to comply with the display made in the window. The firm's window trimmer, W. J. McIntyre, works in conjunction with H. Taylor, the advertising manager, and together they are able to always have advertising matter and window trims agreeing with each other. From experience it has been found that more sales result from advertising when the goods advertised are shown at the same time in the windows. The salesmen follow the advertisements as they appear in the newspapers, and are able to at once follow up the work done by the papers. It is realized that the work of the window trimmer and the advertising manager is to bring the public into the store, and ceases there. The salesmen must do the rest.

By a careful study of the needs of the motorists, Messrs. Thorne have got their automobile accessory department to a state near perfection, and very little dead stock is the result. They are very wary of new fangled ideas, and untried equipment and attachments. There are so many new things cropping up in automobile accessories, that an unwary merchant might easily find himself loaded up with goods that were very hard to dispose of. It has been found that the best sales result from articles that are more or less standard equipment for cars, and that novelties are dangerous things to handle, unless there is a craze for a certain attachment.

He Says "I'll Tell The World" But Can He Do It?

The Kind of Advertising That is Most Effective for Your Purpose—Some Unusual Mediums Which Are Often Neglected

Written for Hardware and Metal by MAJOR L. L. ANTHES, Managing Director Anthes Foundry Company, Toronto

WHAT is advertising?

If this simple question could be put to every person and each individual sent in a reply there is no doubt that an interesting variety of answers would be assembled. In the main most of them would probably be similar in meaning but quite different in expression.

"I'll tell the world," is a slang expression used by many, but if you asked the user of the phrase how he was "going to put it over," the probability is he could not tell you.

Ideal advertising according to some experts is "Saying what you want to say to the greatest number in the most effective way." Truly there is much to be said in favor of this "bon mot."

Then again others in the know contend that "Telling your story by the shortest and quickest route to the class you want to reach," is the essence of good advertising. There is also wisdom in this viewpoint—the first might be called "indiscriminative" advertising, and the second "discriminative" advertising.

But then again there is the "opportune" system of advertising, that is, **the ability to take advantage of simple methods of publicity** whenever opportunity offers, and which may be quite inexpensive but nevertheless effective.

Everybody knows what advertising by mail means, but if you were asked if you ever advertised by freight or express you would either reply in the negative or wonder what your interrogator was driving at.

Most of us have to use thousands of shipping tags a year, but do we make any further use of them than merely address-slips?

A shipping tag can be made attractive and carry some message regarding our business at no very great cost over the ordinary plain manilla tag.

Have you not, while waiting for a train at some wayside station, looked over the packages which lie on a station platform and out of mere idle curiosity examined the shipping tags to see who was the shipper or consignee?

I have; so have you.

And furthermore if these shipping tags were attractive and had some information to convey regarding the shipper's business, would we not be a little more interested?

Of course we would.

Now this is one method of "opportune" advertising. Your store-front window is another, your delivery wagon still another—your envelopes and stationery generally—sometimes the side of your building, your "shingle," your packing-cases, your horse-blankets—in fact, everything pertaining to your business which will arrest the eye of the running, walking or traveling public.

All of these methods of "opportune" advertising are in practice to-day, but it is not everybody who is taking advantage of them.

There is no gainsaying the fact that **advertising stimulates buying.** Though at times it seems to be merely a 2% stimulant, nevertheless it is having an effect, or "registering," as the movie directors say.

Keep your name before the buying public and some of them at least will eventually ask for your wares. Numbers of these buyers if asked why they inquired for a certain maker's goods, could give no better answer than, "Oh, I saw the name somewhere." That is the point—parade your name and make it stick!

Once in the early days when automobiles were not so common as they are now, I was attending a trade convention. An out-of-town man whom I had met several times but who could not recall having ever met me was again introduced by a mutual acquaintance. I made up my mind that this last introduction would stick and suggested a motor ride, which in those days was rarely refused.

-I'll Tell the World

So away we went. I demonstrated how a corner could be taken on two wheels — how to turn a car "right-about" on a slippery pavement, and other interesting "stunts," which usually suggest themselves to light-headed youth, and all performed in "quick time."

When the ordeal was over and my much relieved passengers again put their feet on "terra firma," heartily thankful that they were still alive though somewhat weak in the knees, I could not help humming the good old refrain, "Then You'll Remember Me."

"Show'em How" is the Way to Sell Radio

Personal experience combined with demonstration facilities proves valuable.

Employing an expert and making connections in store gains prospect's interest.

DEMONSTRATION has proved to be the keynote in the successful sale of radio supplies in the experiences of C. D. Cutts, hardware merchant, 2978 Dundas St. W., Toronto.

"The majority of radio enthusiasts will come in and ask to see a receiving set, or an amplifier, vacuum tube, or crystal detector, or whatever it is they have in mind," said C. D. Cutts, Sr., to Hardware and Metal, "but their attention is trebled, their appetite for delving into this mystic realm of voices and music 'plucked from seemingly nowhere' is rendered even more keen, and their satisfaction is practically assured when we can demonstrate to them just exactly what their purchases will do.

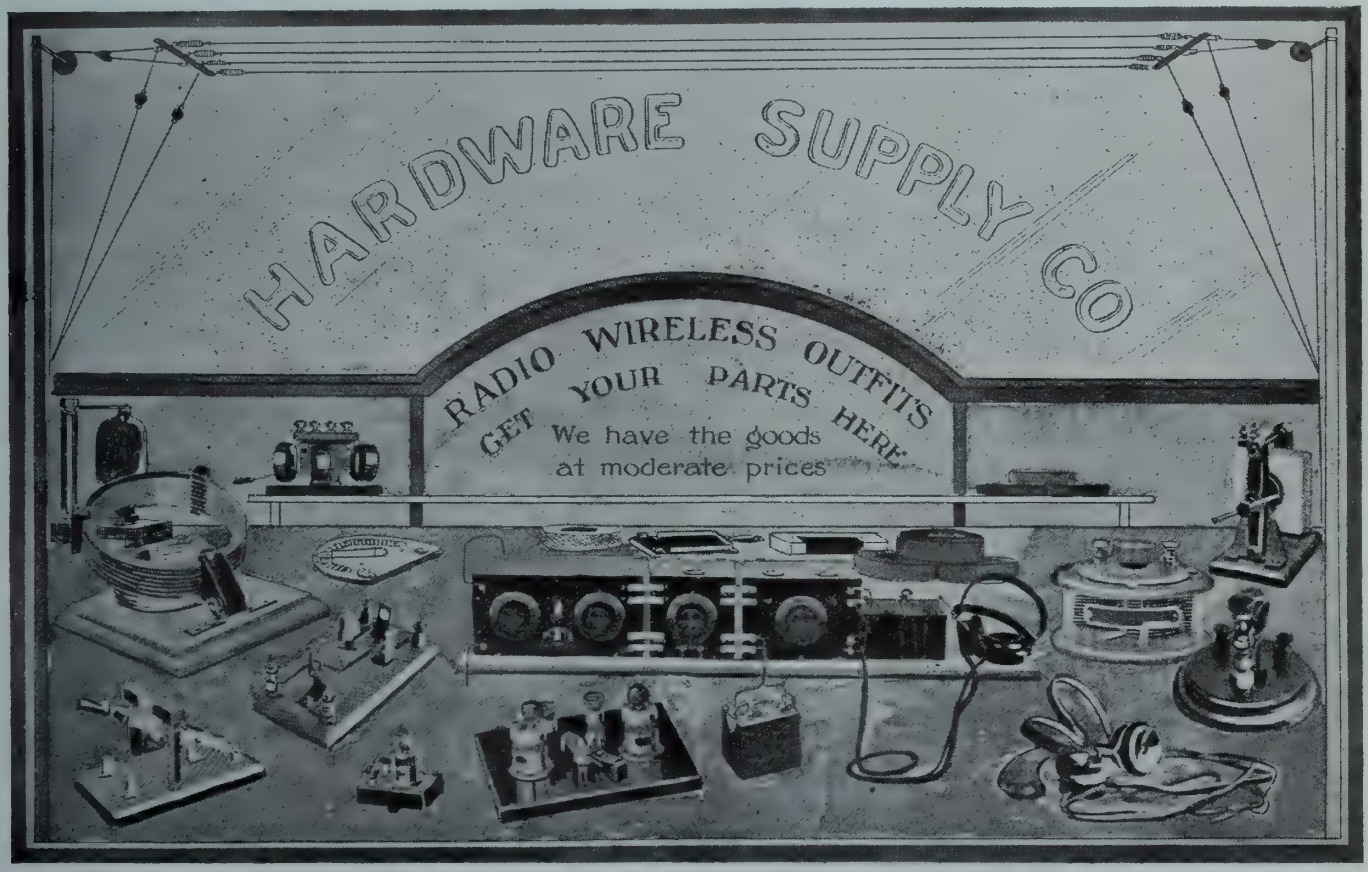
"Therefore, to do that, we found it necessary to install a most up-to-date receiving station in our store, and a set that will compare very favorably with any on the market. Its purpose is twofold, and the results are manifold. The fact that we have this set, does much in creating public interest and attracting the prospective customer to the store

to hear the evening news events and concerts which are daily received from the various broadcasting stations. Then, when the radio enthusiast reaches the stage where personal possession of a similar set becomes the objective, our apparatus occupies the unique position of an illustrator of the possible attainments of the present day class of radio equipment."

Thus the problem of reaching out and gathering in the "harvest of hardware dollars in the air," has been successfully solved by the Cutts Hardware Co., in the short space of a few months since the department has become a feature in the store. While the largest call is for various parts from which the amateur can "build" an experimental set, yet both small crystal sets and complete receiving apparatus on a large scale, as well as a comprehensive assortment of accessories, are found in stock.

"Another factor contributing largely towards our decision to handle radio supplies is the fact that we have an expert radio operator in charge thereof. He has had several years experience in both wireless telegraphy and telephony as an amateur, and is keenly aware of what parts are necessary in the construction of either small or large sets, as well as how to obtain the maximum results from the equipment installed," said Mr. Cutts.

That a merchant should not attempt to merchandise radio unless having either personal experience in radio, or else placing a radio enthusiast in charge



Suggestive window display of radio telephone equipment such as can be used by hardware merchants. This window includes a number of the more important and most needed parts which should form the basis of the stock, as outlined in the article herewith. A window such as this will attract many radio enthusiasts to the store for various pieces of equipment and accessories.

who is well known in the locality, is the opinion of Mr. Cutts. While little electrical knowledge is necessary, yet certain information regarding the principles of wireless operation, how to achieve the best results under variable circumstances, method of "hook-ups" and numerous other items, is undoubtedly desired in order to be in a position to answer the inquiries of customers. The erection of a set in the store itself, is also conducive to success, it being considered that no satisfactory clientele could be developed without this aid for demonstration purposes.

Headquarters for Radio Fans

"By having a powerful receiving set here," pointed out Mr. Cutts, "and giving daily news and concerts to large crowds through the aid of the magnavox, we have become the local headquarters for wireless enthusiasts.

"In this way, also, the supplies of parts and accessories can be stocked with skill and discretion, which cannot be the case where a merchant goes into the retailing of radio, somewhat blindly. We are able to test out the various kinds of equipment offered on the market, and we are only buying what we find to be good."

It was pointed out that there is undoubtedly a quantity of useless apparatus flooding the market under the guise of "radio," which is practically worthless from the viewpoint of producing required results.

"No one knows these facts better than the keen students of the game, who, from building their own local sets, have expanded into the construction of more complicated apparatus with a formidable range. A merchant who has been caught unawares with a collection of supplies in this class would most likely experience considerable difficulty in turning over the same, and it could only be done at the expense of the radio 'fan,' who would most likely become disappointed and quit, instead of being keenly alive to follow up the possibilities in continually improving his set."

While very few large sets had been sold in that district, it was explained that parts for powerful sets sold very well, but these again should be tested out by salesmen to illustrate just what results can be obtained and what should reasonably be expected.

What Will The Set Do?

According to Mr. Cutts, the average customer states:—"I want a radio set, but what will it do?" "They usually don't want to spend a large sum of money without first knowing to some extent what the returns will be. And as we cannot guarantee the sets or parts as far as results are concerned, so demonstration in our own store is the next best method."

The experience of the Cutts Hardware is that the average "fans" delight in putting up their own sets. This usually applies to both large and small receivers, although an extra charge for installation is made where direct requests are received of this nature. The amount varies according to the capacity of the outfit. As charts are supplied with each set by the manufacturer showing how to "hook up" and the rudimentary elements of operation, no expert knowledge is required, and when this simple fact is

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Retail Hardware Salesman Provides Congregation With Sermon and Song

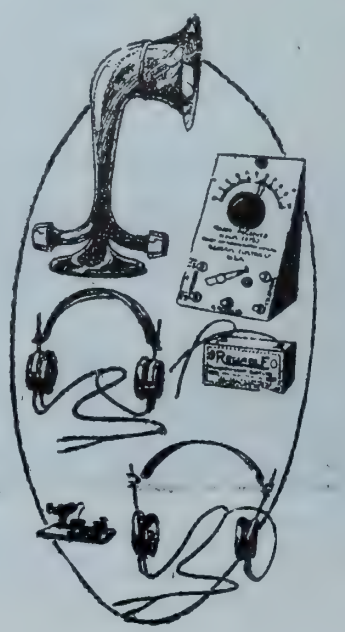
"Charlie" Hunter of Cowan Hardware, London, is An Enthusiastic Radio "Fan"—In Absence of Minister, Due to Illness, He Brings Sermon and Song By Radio From Distant City—Demonstrations Important in Selling Radio Equipment

"CHARLIE" Hunter, manager of the Radio Department in the Cowan Hardware store, London, Ont., recently went out on a trip to the country over the week end and to further the cause of radio-telephony and give the natives a treat he connected up his apparatus with a barb wire fence and was busy giving a demonstration when word came that the pastor of the church nearby was ill and would be unable to take the service.

More quickly than it takes to tell it Mr. Hunter had gathered up his equipment and got a bicycle and headed for the church. On arrival he found those in charge wondering what they had better do, the majority being of the opinion that it would be best to send the people home as they came.

Mr. Hunter suggested that they give him a chance to see what he could do and willing to try anything in their difficulty the men agreed. In the meantime the church people from all around the country were straggling in and were rather surprised to find a youth with some queer-looking apparatus in the church. To the most of them, especially the older people, "radio" meant little or nothing. They had heard of it or read of it but didn't believe in it especially.

They were more than surprised when Mr. Hunter announced that there would be a service and surprise turned to real wonder and then to keen delight when just as clearly as they could have heard their own pastor, they listened to a really splendid sermon by one of the most famous pastors in a big Detroit church 120 miles away. Not a word was missed and then came the singing by the Detroit choir.



Splendid Advertising

Naturally everybody in the church talked, in fact they are talking yet and being talked about in the right way Mr. Hunter says is the very best kind of advertising any person can get. It was not long before he began to cash in on the sales in that district and his friends there are still advertising him and radio and there is no telling just where the sales possibilities are going to stop.

"Demonstrations give the merchandise a chance to sell itself," says Mr Hunter. "There are mighty few people to whom radio doesn't appeal. There is something about it that you cannot get away from. It is weird and uncanny and its possibilities are immense. It appeals to the boy and the old man and I believe it is going to be one of the biggest propositions that has ever developed. The fact that it is new and wil be improved does not interfere with its present sales possibilities. Anyone can get results now with the equipment that has been perfected and very satisfactory results, and for people in the districts remote from the larger centers

it offers at a small cost advantages that are inestimable."

How He Sells It

In addition to giving demonstrations on every possible occasion Mr. Hunter uses as his next best selling force window displays and newspaper advertising. Ever since he took over the radio department, he has in conformity with the Cowan Company's general policy of persistent advertising, been letting the people of London and vicinity know that Cowans was headquarters for radio equipment and supplies. Backing the newspaper advertising by attractive window and store displays he has been building up a splendid trade.

Behind all this there has been another and a very important foundation stone, in the shape of service. If a lad came in and wanted information and advice about some equipment Mr. Hunter was there to advise him and see that he got it. He keeps in mind always the fact that the lad of today with only a few dollars to spare for equipment may be the Marconi of tomorrow who will lead in radio development. If as has also happened a "radio fan" who had bought a high priced set in Detroit or some other city was having difficulty because he did not understand the adjustment or handling of his set, Mr. Hunter advised him about it and did it in such a thoroughly competent manner that the party felt he would be glad to return again any time he wanted help. Such parties incidentally always return again too when they need supplies or when a friend is going to get an outfit and the ultimate result in the upbuilding of good will and future business.

Looks After Them All

Very frequently Mr. Hunter finds that he has a combination to deal with consisting of father and son. Son is one of those keen wide-awake lads who is so intensely interested in radio that he has enthused his father. As a matter of fact the lad usually knows more about the matter, from an equipment standpoint, than the man, but both are anxious to get busy with a set. Here is where it is not so much a question of salesmanship as of good judgment. The boy and the man are "sold" already as far as radio goes but it is a question of giving them the best for the amount they are prepared to spend. More than one lad and his father who are today among the boosters for Cowan's Radio department thank Mr. Hunter for advice and service, which resulted in his getting equipment which was in keeping with his pocket book and serviceable rather than unloading on him some high priced novelty just because he thought he might like it.

Is Essential

"One of the first things to do," said Mr. Hunter, "is to find out how much the prospective buyer knows about radio sets. If he is a beginner he must be handled in an altogether different manner from a party who has had some experience. Many a lad will often know a good deal more about sets than men. The man of course usually has more money and it is advisable to find out what he wants to do and how much he wants to spend. There are young men with plenty of money and men too who want a set to experiment with. There are farmers who want it for the entertainment they are going to get. One has to explain to each customer the difference in the sets, their range, what they will do and so on. The best plan is to tell the exact truth regarding each set. It is far better to tell a man or boy that a certain set will only give him a ten mile range than to let him pay his money believing he has something that he can listen in with for 100 miles, only to find out later that he is mistaken. There is no better advertisement than a satisfied customer and no worse ad than one who is either disappointed or misled.

"There are very few buyers yet who do not appreciate all the help and pointers you can give them and I believe it is good business all round to assist them in every way possible. It costs nothing to give friendly advice and information about the sets and equipment and how to handle them and the results are far reaching."

One of the problems from the retailer's standpoint, says Mr. Hunter, is to steer clear of novelties and goods which are not standard. The radio game is so new and has grown so rapidly that there has been little time yet for standardization, but this he believes is coming soon. Until then he says the hardware merchant and others handling equipment should select his stock with care and save trouble for himself and his customers.

Novelty Ideas In Radio Dept.

The Radio Department of the Cowan Hardware Co., London, Ont., showing Chas. Hunter, manager of the department. Radio supplies are shown in the window display and a novelty idea is carried out to attract prospects.

PROBLEMS IN STOVE AND RANGE SELLING

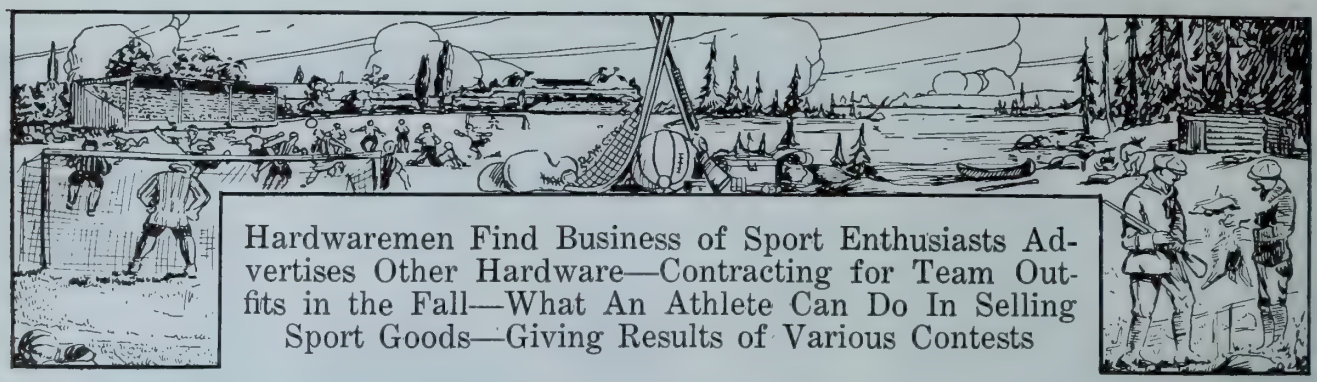
(Continued from page 139)

and from gas to electricity is a rough outline of the progress in stove making down through more recent years to the present time. Although the city store is more affected by this revolutionizing than the store in the rural district, the merchant in the smaller town has the advantage of improvements in the coal and wood stove, which have been many. Rather than a slow moving, cumbersome, and dull appearing department in the store, many merchants in both city and town have brought this branch of their store to a well paying, attractive line, and one in which it is a pleasure to serve.

ACTIVITY OF SYDNEY MILL

The billet and blooming mills at the Sydney steel plant are now working double shift, according to a statement issued by the British Empire Steel headquarters. This new activity will increase the force to over 2,300 men. For the first time in the twenty-two years of its history the plant has successfully entered the foreign market for finished steel products. Orders are on hand for nails, barbed wire and galvanized wire for Buenos Aires, South Africa, New Zealand, Costa Rica, Colombia, India and British West Indies.

Group Selling of Sporting Goods



Hardwaremen Find Business of Sport Enthusiasts Advertises Other Hardware—Contracting for Team Outfits in the Fall—What An Athlete Can Do In Selling Sport Goods—Giving Results of Various Contests

WIDE is the field and generous are the opportunities for enlarging the turnover in the sporting goods department at this period of the year, and emphasizing the importance of this phase of hardware in the public viewpoint. Fall and early winter sport activities are so numerous and are indulged in upon such an extensive scale, that practically every district, whether in town or country, can boast of its own particular club or organization where favorite pastimes hold full sway.

Catering to the needs of sportsmen and athletes generally has proven a profitable venture for many hardware merchants, and goods in this class have frequently comprised one of the most important departments of the store. By this method, not only have many dealers succeeded in building up a profitable circle of customers, but the popularity gained thereby serves to advertise the merchant when household goods or other hardware commodities are required.

The local hardware store is in many cases looked upon as the headquarters for sporting goods of all kinds, and the natural trend of sportsmen is towards the store where drinking cups, flasks, hatchets and jack-knives can be purchased in conjunction with hunting outfits; where pocket flash lamps, thermos bottles, tape measures, and similar accessories can be obtained with fall pastime supplies, and where tools and other necessities can be secured for fitting up indoor sport appliances.

The appeal of this nature is extremely varied at this season, but can be conveniently divided into two classes or groups, one for the sportsman, and the other as applying more specifically to the athlete. The hunter and fisherman will be more keenly interested in rods, fishing tackle, rifles, shotguns, hunting outfits, shooting jackets, wading boots game baskets, cartridges, shells and blanks, sleeping bags, camp supplies, and articles of this nature. While the gymnast, rugby or football enthusiast and the player of other fall games will be more distinctly attracted towards uniforms, helmets, shinguards, ankle supports, basketballs and volleyballs, gym outfits, boxing gloves, Indian clubs, roller skating, alley bowling, indoor baseball, punch bags, medicine balls, liniment, and golf requisites.

In addition to all these different fall sporting ventures, there is the preparation for early winter games such as hockey, curling and ski-ing. With the passing of warm weather, the athlete naturally descends upon the gymnasium determined to get into condition once again for another swing at the gridiron battle, the whirl of the steel blades, the pep of the basketball conflict or the excitement of the leather-pushers' tournament.

This conditioning period provides a real opportunity for hardware merchants who stock a generous supply of sporting equipment and who display these requirements early in the season. Contracting for team and club outfits in such games as rugby, is usually the achievement of the "early bird." A reputation for dependability in this direction is a first-class asset for any hardwareman, as repeat business frequently follows in future seasons. Golf is a sport which is more and more becoming an all-season and all-weather pastime, and to feature these supplies in the fall, is to attract the summer "converts" of the game to the store, as well as stimulate a real volume of renewal business in clubs and balls, and also the conventional golf attire.

The fall is also the season when hockey organizations prepare for the winter schedule, and estimates as to their probable requirements frequently offer a goodly turnover of sport appliances in the nature of skates, boots, sticks, sweaters, uniforms, pucks, goal nets, gauntlets and personal items. Roller skating appeals to a large group of youngsters both girls and boys, while alley bowling, basketball, and similar indoor games contain a distinct appeal to individuals, teams and followers alike.

At this season, however, the fisherman and hunter come into their own legitimate sphere. Operations in wood and stream have been more or less restricted for many months, and it is with a new-born sense of freedom and an impatient zest that the hunter dons pack and gun to enter once more upon the trail. Game laws and other legitimate efforts to preserve the various specimens of bird and animal life for future years, are lifted for a brief season and the degree of the hunter's skill and the ability to find the location of the hunted, are the only obstacles between the attraction of the annual outing and the results of the chase.

"Fisherman's luck," is no mere empty phrase for the skilled exponent of line or reel, while the lure of the "big ones" is a factor which the store can "cash in" on by featuring fishing tackle, flys, rods and similar equipment in a suitable manner.

It must also be remembered that in addition to the actual players, all fall pastimes have a large following of supporters who are just as enthusiastic and well-versed regarding the requirements of the sport, the source of supply, and the degree of satisfaction and service engendered by the merchant, as the actual participant could be. Therefore, the business transaction with one individual or one team in the realm of sport, are usually known and advertised to an invisible but nevertheless comprehensive audience.

"Where did you get the swell outfit, Jimmy?" "Oh, over at Smith's Hardware" or "How did the Bisons manage to get those classy sweaters for their team?" "Jones, the hardware man, supplied them when he contracted for the club's requirements"—are common items of gossip in athletic circles, which either reflect credit or otherwise upon the successful caterer to sport requirements.

Having an athlete in the store also acts as a prominent advertising medium. The policy of employing a well-known sportsman behind the counter has brought a good volume of trade in this class to hardware stores in both city and country. Other merchants have found that personal participation in a healthy pastime brings the desired results from a publicity viewpoint, as well as bringing the exponent into direct contact with other realms of sport. The introduction of the real sporting spirit into the department, gives it an atmosphere desirable to the athlete in general and cultivates a new perspective born of actual experience.

Several wide-awake hardware sport departments have adopted the practice of giving daily results of prominent athletic events. This bulletin service attracts specific attention to the store from many angles, as well as gaining prominence among the sporting fraternity of the locality, and serves to maintain direct interest in the merchant's window displays and trade efforts generally. The underlying hint of ability to give service and follow up the interests of the sportsman after the purchase of sporting equipment has been made, is perhaps psychological in effect but usually practical in results.

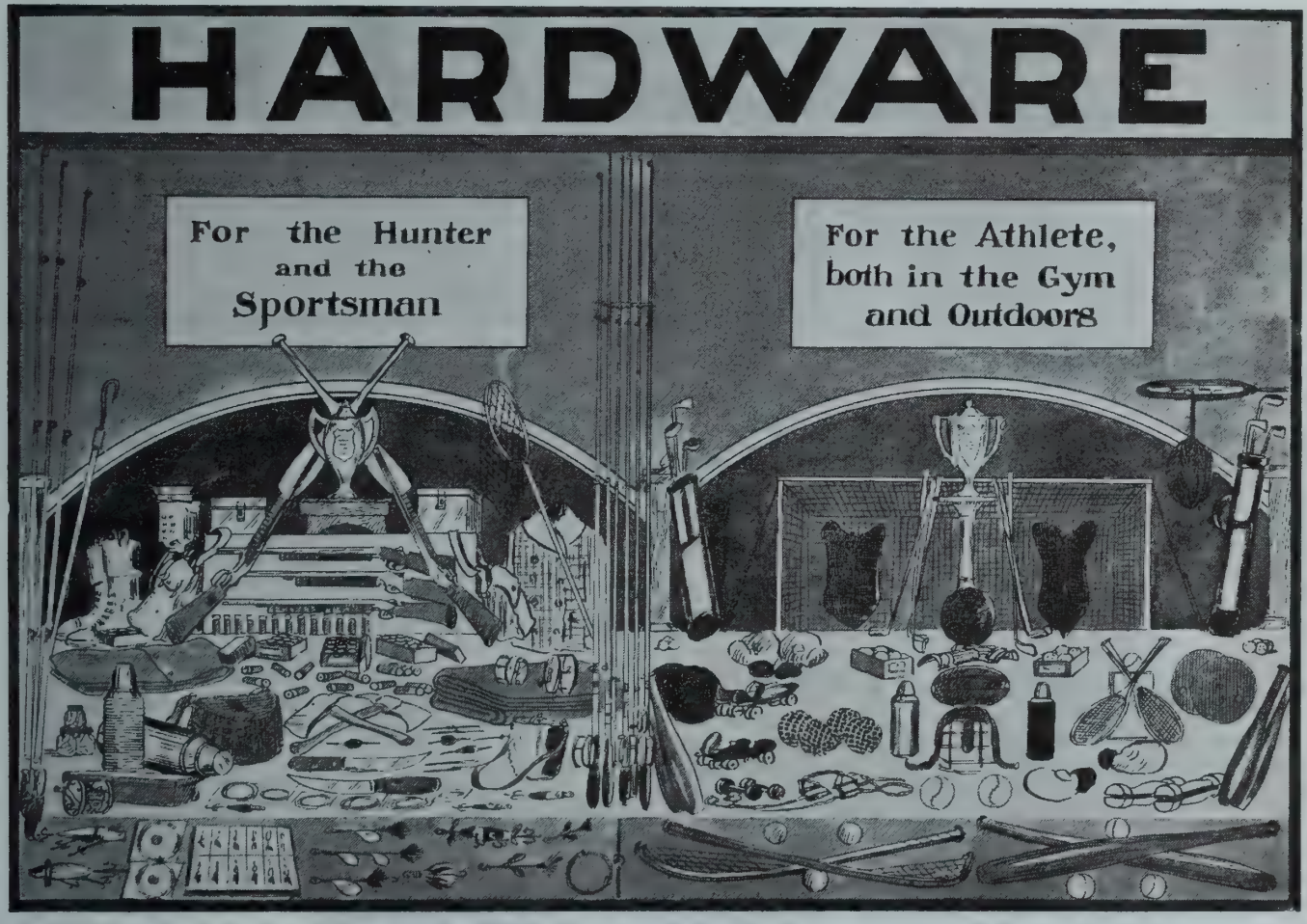
PREPARING EFFECTIVE ADVERTISEMENTS

(Continued from page 141)

peculiarities. Of course, a carefully planned layout will always indicate these points, but the hurriedly-planned layout leaves much to the compositors' judgment.

Example is better than precept. Thousands of essays and books have been written to teach the science of advertising. Universities have established laboratories for the analysis of publicity. Special schools have been founded to teach its principles. An amazingly large number of men and women are engaged in the work of preparing and printing and posting announcements of commodities or service for sale. Indeed, so great is the wealth of detail already gathered and classified bearing upon this important branch of commerce that it is practically impossible for any one individual to acquire thorough mastery of the immense data thus made available. Out of this synthesis, however, certain primary things can be utilized by the busy man without going through the long and arduous processes which were necessary in building up the complete science of advertising. One of these primary things is that an announcement of goods for sale, in order to be effective, must have news interest to its readers. That is to say, it must be a story specific and direct, and not a statement of generalities.

It is logical to suppose that under efficient methods of merchandising, a big enough column of business can be done to grant modest reductions of price as compared with the amounts asked for goods by more backward and less highly organized stores. The positive advantages of these features of the advertisement are strengthened into conclusive persuasion and confidence by a clean-cut quotation of prices upon every article mentioned. No matter what theorists may say to the contrary about quality being more important than the announcement of prices, the fact is that the average customer wants to know what the thing costs before he can be interested in buying. This advertisement ranks high in the essentials of gainful publicity.



The sport enthusiast starts early in the selection of his equipment for the coming season's activities. Hence it pays the hardwareman to be a leader of thought in this connection. Here is a window of suitable Fall lines which will be of much interest to the sport whether he be a hunter, angler, golfer, or whether he partakes in the indoor sports of the gymnasium. Some trophies excite the interest of the sport. Some other lines of hardware work in well with such displays such for instance as knives, axes, utensils, flashlights, etc., which add to the comfort of the hunting expedition.

"SHOW 'EM HOW"

(Continued from page 148)

pointed out to the purchaser, the experience gained in personal erection is usually considered sufficient reward.

It was pointed out by Barney Kellam, the clerk in charge of Cutts' radio department, that during the summer months certain static air disturbances detract somewhat from the efficiency of results in long distance receiving. However, as a test for Hardware and Metal, the set was switched on and the daily stock market reports broadcasted from Wall Street, New York, were heard quite distinctly.

The receiving apparatus in the Cutts store, including the magnavox, represents an investment of several hundred dollars, for which, however, adequate returns are expected in the coming winter months, when the general enthusiasm surrounding radio-telephony is greatest. In preparation for this winter seasonal activity, plans are already being made for expanding the radio department, and with the steady development in the industry generally, coupled with the larger number of broadcasting stations, better results on a uniformly greater scale are naturally expected.

Discussing the condition of radio stocks and the methods of procuring requirements, it was pointed out that purchases were usually being made direct from manufacturing sources, although it was considered quite feasible to distribute through jobbing channels, as has already been done in the U. S. market. Supplies of parts and sets, however, continue to dribble in, it still being difficult to obtain stocks in quantities. At present efforts were being made on the part of both manufacturers and distributors to build up stocks to meet the anticipated heavier requirements of the winter season.

Window displays of radio equipment have proved to big business attractions, and Mr. Cutts further advised that such supplies would be on display in one of the four windows of the store every two or three weeks. The daily news features and concerts reproduced in the evening, always attracted considerable crowds, which frequently resulted in the sale of numerous other hardware lines. This feature, also brought about a much quicker turnover of the supplies on hand. It was pointed out that weekly advertisements in the district paper, coupled with the window displays and concert program, created sufficient enthusiasm to crowd the store almost to the point where regular customers seeking other goods are forced to come back later on when the radio "bugs" had departed.

The miscellaneous requirements of customers who were engaged in the pastime of building their own sets also produced a call for numerous other hardware commodities, which again emphasized the hardware store as the legitimate channel for the distribution of radio equipment.

Hardwaremen's Booth At Fall Fair A Knock-Out to Mail Order Patronizers

They Shop From Mail Order House Because They Are Not Sure the Retailer Has What They Want—Show Them—Analyze Selling Points and Then Play Them Up Prominently.

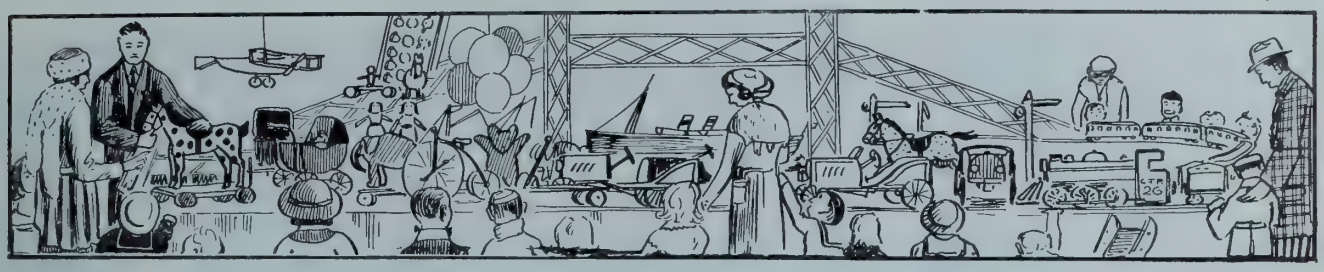
Written for Hardware and Metal by G. V. WHITE

AS AN advertising man I certainly believe that exhibits at fairs pay. I also believe that exhibits should not be left in charge of a boy or junior clerk but that the proprietor or manager should give it his personal attention. The purpose of all advertising is to bring your goods to the attention of the greatest number of possible purchasers in the most convincing manner. There are few methods that I know of whereby this can be so well accomplished. It is following out the principle of the show window only it reaches more people. People who come to town but seldom, people who always do their trading at some other store and but seldom enter or perhaps even pass yours. This is your golden opportunity to display goods that they never knew you carried or had no idea you sold so cheaply. It puts you in a position to come in contact with those people who do their shopping from a mail order house catalog because they know these people have what they require while they are not sure that you have or not. Here is your chance to let them know that you have.

A great deal of the success of your exhibit depends on the spirit with which you tackle it. If you "just send something up because you feel that you should patronize the fair and fill up the space which you have been persuaded to take," you might as well stay out, but if you see in it an opportunity to make new customers and to strengthen your standing with your present ones, you will not be disappointed. First make your booth attractive to the eye, it will take time but not much money. In this you will find the ladies of your family a great help, their taste in such matters is unusually good. Select the lines of goods you are going to exhibit carefully and with a definite reason; for instance if you feel that you have a better washing machine than your competitor give it a prominent place where you can demonstrate its particular advantage. If it is the cheapness of the machine that forms its strongest bid for popularity see that it is marked plainly so that all can see. If you are not selling as much roofing as you feel you should that is the time to bring both the quality and the price before the people of your community; the same applies to harness, churns, auto accessories, etc. Use lots of electric lights, light always attracts, and if possible have something in motion, an electric washing machine with clothes in it, tissue paper or ribbon streamers on an electric fan, or an auto wheel and tire hung so that it can be revolved, will hold people's attention. Do not neglect to place chairs where sightseers may rest, for doing a fair is tiresome work especially for women and children. Have a table with lots of literature on your leading lines for free distribution. A guessing contest well advertised will draw people to your booth for taking a chance is always a popular pastime at a time like that. If you are showing refrigerators have one sealed the opening day and announce the amount of ice put in and offer small prizes to those guessing the nearest amount of ice left when the seal is broken, say in two or three days, or the number of teeth in a coil of butcher saw blades, not giving out the length or the number of teeth to the inch, or the attendance at the fair during the time it runs. If possible send out personal letters to as many people in your territory as you can inviting them to make your booth their headquarters, to make appointments to meet their friends there or to go and sit quietly and eat their lunch, assuring them that they will be welcome. Follow the same lines in your advertisements in the local papers; then see that you are there to give them the glad hand, and you will find that the personal contact will more than repay you and that business talk under those conditions will certainly bear fruit.

Don't overlook your local fair as an attractive booth cannot fail to bring results even if the direct sales made at the time do not seem very satisfactory, people have good memories in matters that touch their pockets.

Converts One-Half of Hardware Store Into Toyland at all Festive Seasons



Toys Draw Younger Element to Store, Which Paves Way for Business of To-Morrow—Quebec Merchants Devote Great Attention to Toy Department at Christmas Time— Wide Assortment Essential, But Quantities Need Not Be Large—Cheap Toys Prove Unprofitable

TOYLAND in a hardware store means attaining a closer connection with the younger folk, those in whom every hardware merchant should take a personal interest, according to a Montreal dealer who has specialized in a toy department. They are the buying force of tomorrow and even if a little patience is required in serving them at times, it will pay in the years to come when their needs are more extensive. To have the kiddies interested in the store at Christmas time or the period when sporting goods are on display draws them to a hardware store, a place where little attention would be attracted if they were not catered to in these lines.

Plans for securing this class of trade have been extensively laid by many merchants and much success has been gained. While the season for selling the wide range of toys is in the Christmas holiday period there are stores who retain a toy section all the year round. It is here that an effort is made to have seasonable array on shelves and display tables. At Christmas time every conceivable toy will sell, but in the later winter months many of them are almost unsaleable and to allow space for wheeled goods, kiddies' sporting goods and other lines for the summer period, smaller toys such as dolls, house games, spring-driven toys, etc., are packed away until the following Fall. However, there are plenty of lines to permit an interesting showing for children in all months of the year.

Very often store space is at a premium and the toy display commences around December first, when a general shifting of goods is found necessary. After the first of the year those which have not been disposed of find their way into packing cases hence to the storage room until the following year. In these cases the selling of toys lasts only over a period of from a month to six weeks. During this time, however, the success has been sufficient to warrant the trouble and extra labour, and the effort is increased each succeeding year to make hay at this time of year.

Children Write In For Toys

A Quebec merchant who follows the latter plan commences in early December of each year to prepare for the holiday season. By converting almost one-half of the store, which is usually occupied by stoves and other household effects up until this time, a large and complete Toyland is arranged. By the use of tables down the centre of the floor a good amount of display space is obtained. Arches are formed at either end of both tables which are well laden with bunting, flags and smaller toys, made more attractive by illuminating at night. In arranging the gifts much prominence is given to toys which will please the children, but the older folk are not forgotten and a present for mother and father can be chosen.

To further assure success Santa Claus arrives by train two or three days ahead and comes to the store where he inspects the outlay and listens to the wants of the kiddies. His coming is widely advertised in the local papers and in these advertisements children are invited to write in their wants so that Santa Claus can get the letters as soon as he arrives.

Heaps of letters are received and on the special day crowds of the younger people flock to the store. Toy and Christmas gift sales have increased year after year in this store, and at the present time they enjoy the reputation of having Santa Claus headquarters.

Windows Play Important Part

Another Montreal hardware merchant has a separate toy department all the year round and by keeping it clean and attractive looking the custom of boys and girls is always maintained. At the Christmas drive a window featuring toys is displayed early in December. The background is a painted winter scene extending across the entire back wall. It is a very elaborate sign and required an outlay of a considerable sum of money. In dressing the window a very complete line of toys is placed, fully representing the stock on the inside. This dealer claims that children "window shop" long before the parents do and it is up to him to show them just what he can supply. Each article is priced and by Christmas eve the father or mother is informed as to what they wish Santa Claus would bring, the price and where it was seen. It is then only reasonable that the parent will come to this store to purchase.

Broken Toys a Drawback

Handling toys has been scored because of breakages through being on display. Children enter the department and it is only natural that they should want to handle the many attractive articles in which they are very much interested. If the average boy sees a toy automobile, train or any contrivance whereby action is gained by a spring he will in all probability pick it up and commence winding. To partly overcome this it is suggested that in purchasing care be taken in buying the better quality. Cheap toys do not pay, and only cause dissatisfaction when the child gets them home.

The quality of toys has improved in recent years, due it is said to competition now existing between Canadian, American, Japanese and German manufacturers. During the war years the standard of quality fell somewhat, Germany being recognized as the best source of supply but importation impossible. When this condition arose American and Japanese markets were looked to to supply what Canadian firms could not do, but it was found that toys lacked both appearance and workmanship. Improvement both at home and abroad however now makes it possible to buy the better grade, and many stores are leaving the cheaper and inferior quality entirely alone. Although prices are higher it is found that people are willing to pay more, realizing that they are not getting value in the cheaper goods.

Assortment, But in Small Quantities

A wide assortment is essential in toys. The interest of kiddies can only be held when they see a very complete array of their favourite playthings. They will pass a window which has a rather scanty appearance for the one which is full of their Christmas joys. For this reason many merchants buy a large assortment but in very small quantities. Again, the season is a comparatively short one and a heavy carry-over almost means disaster to the season's business. "It is our endeavour to clear our shelves to the greatest possible extent by Christmas eve. After that toy sales are limited, and there is little use in having the profit lying in a packing case in our warehouse," said a Montreal merchant.

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75 PER CENT. OF BARNS BURNED ARE SET AFIRE BY LIGHTNING

Ottawa.—"Electricity and Lightning Rods," was the subject of a concise and instructive address delivered by Prof. W. H. Day, late Professor of Physics, Ontario Agricultural College, Guelph, at a meeting of the Ottawa Kiwanis Club. Illustrating his points by simple experiments in electricity, Prof. Day outlined the history of the study of this branch of physical science and dealt particularly with the defective effects of lightning and methods of combatting them. With small models of a house and barn, he showed the course of lightning upon striking a building and illustrated the destructive effects by placing a small gasoline-soaked rag in the course of the lightning bolt. The experiment was a convincing demonstration of the ease with which lightning can set fire to a building not properly protected. By placing miniature lightning rods upon the building models, Prof. Day showed how the course of the lightning was diverted and its effects rendered practically negligible.

Lightning, he said, was responsible for the burning of three-quarters of all the barns, and twenty-five per cent. of all the houses destroyed by fire annually. Lightning rods, he claimed, were now next to perfect protection. Insurance companies recognized this and gave preference in favor of rodded buildings ranging from ten to twenty-five per cent. on their rates.

MAY AFFECT GERMAN HARDWARE IN CANADA

Ottawa.—Great Britain has taken action to prevent the dumping of certain classes of German goods. A cable received by the Department of Trade and Commerce from Harrison Watson, Canadian Trade Commissioner in London, reads: "Government orders import duty 33-1/3 per cent. on German domestic hollow-ware, aluminum and enamelled; domestic glassware, including pressed illuminated glassware; fabric gloves, safeguarding of Industries Act, Part II., subject to confirmation by parliament."

The action taken by the British government is of special interest to Canada in view of the changes made to the Customs Act last session in regard to imports from countries with depreciated currencies, such as Germany. By virtue of these changes, it is provided that the value for duty of importations from countries with depreciated currencies "shall not be less than the value that would be placed on similar goods produced in the United Kingdom and imported from that country if such similar goods are produced there."

A Favorite Haunt for Toy-Hunting Children

"Toys Galore" is the best term applied to this toy department of a Maritime retail hardware firm. This extensive stock is kept in a prominent location throughout the year and at special toy selling seasons the store is simply swamped with buyers.

Urge The Buying of Better Class Toys

J. S. Neill & Sons, Ltd., of Fredericton, N.B., in the Toy Business for Four Years Have Greatly Increased Trade in Better Class Toys—Selling Plans Which Guarantee a Future for This Business

ONE OF THE *many hardware stores in Canada which have developed a successfull all year trade in toys is James S. Neill & Sons, Ltd., of Fredericton, N. B. In a recent interview with Mr. Neill, Hardware and Metal was told that in the four years during which this firm has sold toys, a greatly increased trade in better class of toys has been developed and this year the firm have decided to go into toys more extensively than ever before. This is not as a seasonable but as an all year line.*

"Our department is a centre of great attraction for old and young alike," said Mr. Neill, "and we have endeavored to educate the people to the educational and other higher grade toys with the idea of guaranteeing steady growth in this line of business."

The Toy department in this store, under the personal supervision of the vice-president, J. S. Neill, is an extensive one with a wide range of merchandise to choose from. A glance through the department as illustrated herewith shows a mighty interesting corner in the big Neill store. The shelving down the left hand side shows a complete stock in reserve while in and on the showcases down both sides of the store are a wide range of toys to gladden the hearts of the kiddies. Educational toys in the form of erectors, sewing baskets, blocks, painting outfits, etc., show up prominently throughout the display. It is realized that parents wish to combine both pleasure and learning in the articles which they select for their children and these lines are receiving increasing trade. Velocipedes, tricycles, toy automobiles, sleighs, etc., are shown in the foreground where children may handle them.

Throughout the year this toy department is busy. It has been found that educational toys are playing an increasing part in the development of the child and such toys are constantly being replaced throughout the year. When toys were for amusement only the business was largely seasonable, with the big demand at Christmas time but this is no longer the case, due in large part to the efforts of such firms as this to emphasize the true value of toys to the child. At Christmas time of course a special effort is made and much enthusiastic buying takes place n this department. Santa Claus' personal visits, letters from kiddies, etc., play an important part in awakening the Christmas spirit for the buying of toys for gifts. Toys as gifts for birthdays are a permanent feature throughout the year and over a period of months bring in considerable business.

Owing to the fact that toy advertising generally is accompanied by prices and illustrations, many sales are made over the telephone, without the customer ever seeing the goods. There is also a fair amount of business done through the mails, with customers living in the surrounding country districts who read the advertising and ofttimes these buyers will cut out of the newspapers the pictures of the articles they require and attach them to their order so that no possible mistake can be made.

"The pre-Christmas season offers splendid opportunities for developing many valuable connections through the medium of the toy department. While the sale of toys in hardware stores is no longer regarded as a strictly Christmas feature, it is nevertheless a fact, that it is much easier to stimulate trade in this line under the urge of Santa Claus traditions. It should be kept in mind that connections established with the children of to-day mean many lasting connections throughout many years in which their requirements will be many and varied," says an Ontario hardware merchant.

To Hold Courses For Retail Salesmen

Speaker at Gathering of Montreal Business Men Declares That Success or Failure of Present-Day Business Rests to a Great Extent on the Retail Salesmen—Americans Behind Europeans in Salesmanship

By Staff Correspondent Hardware and Metal

MONTREAL.—The importance of the retail salesman in the retail merchandising world of to-day was outlined by C. H. Mackintosh, president of the Associated Advertising Clubs of the World, during an address before a large gathering of Montreal business men. Upon the retail salesman depended the success or failure of a national advertising campaign. If the retail clerk was ignorant of, and untrained in modern business methods, the wheel of trade progress could not continue on its smooth perpetual revolutions because one of the cogs of the driving gear was missing. "The real leak in the pipe line is at the tap—the retail clerk, call him salesman if you like. Fifty-five per cent. of sales are killed by lack of knowledge on the part of that individual," said Mr. Mackintosh.

The Big Factor In Merchandising.

It may be that the average retail hardware salesman has not stopped to consider his true standing in modern business. He knows that his employer depends on him to show good results from month to month, both from a sales point of view and in the general upkeep of the store. When customers are not occupying his time he knows there are other duties, such as arranging stock, replacing unseasonable lines for timely displays, window trimming, and the many other jobs that present themselves each week in the hardware store. He has realized in the past that the eyes of his employer have been upon him, but has he thought the business world, from the manufacturer down, considered him the big factor in merchandising to-day?

Mr. Mackintosh's address dealt with advertising, a national campaign on a certain line, or perhaps a special article, also with the advertising carried on throughout retail stores in their present-day business methods. To direct attention then to the man behind the counter to further the ends of all advertisers alike, is indeed a "boost" to the retail clerk. Efficient advertising and selling were essential on the part of the individual, and the speaker advocated, as the simplest remedy, special courses for retail clerks to improve their ability. It was announced that such courses would shortly be organized through the Montreal Publicity Association.

With these courses adopted by the local Association, and perhaps followed by a similar system in their centres, a step in the right direction will have been taken. If there is a "leak in the tap" through inefficiency on the selling staff of the hardware store, it is certain that salesmen will, with very few exceptions, be only too willing to improve their selling ability by the assistance given through these or any other channels.

ADJUSTING CARTAGE RATES

Montreal.—Manufacturers and jobbing houses in the city are now discussing cartage rates for the Island of Montreal and nearby towns. Deliveries are now being made free by many houses to points that are considered altogether too far distant, and in many cases entail a direct loss on the sale of goods. At a recent meeting of those interested two propositions were made as follows:

(1) North: to Cremazie Blvd. and town of St. Laurent.

South: to South Shore of the Island.

East: to Canadian Vickers plant.

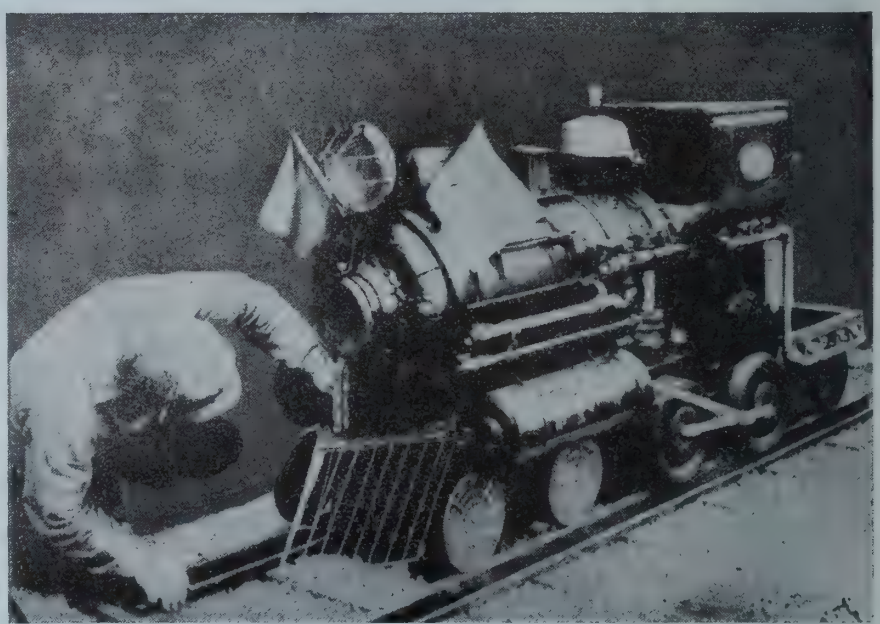
West: to Montreal West.

Full cartage to be paid for everything outside of above limits.

(2) That all goods shall be sold F. O.B. warehouse, with a charge of 1 per cent. for cartage within the above zones.

At a further meeting the above two propositions were fully considered, and voted on, and while a majority were in favor of the former, it could not be unanimously agreed upon. It was then decided that the question should be passed on to the various local associations for further discussion, with the hope that some definite action be taken in the matter in the near future.

Making a Locomotive of Hardware

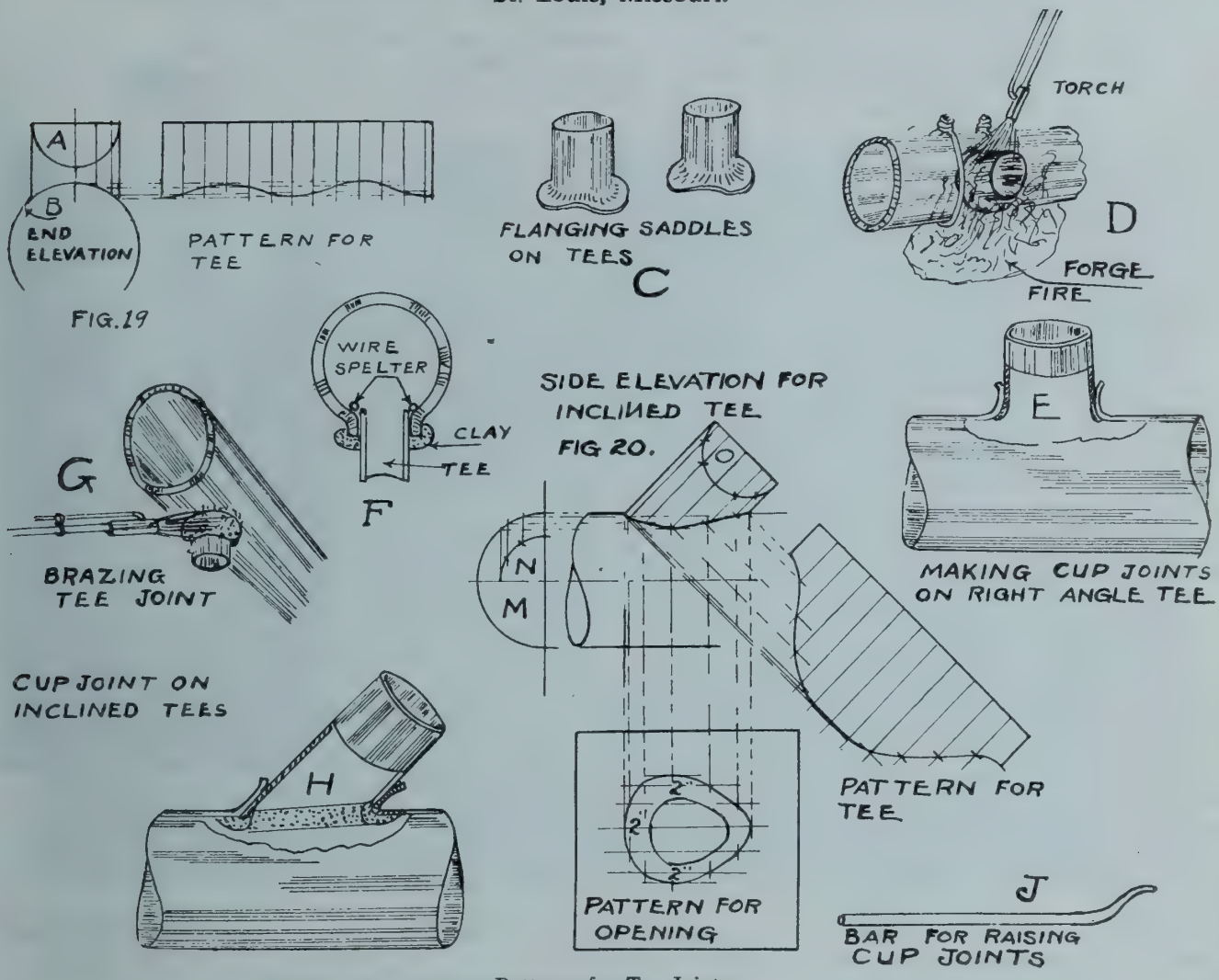


VERY OFTEN Hardware and Metal receives requests for illustrations of novelties which could be used for displays. An illustration of a battleship and of an aeroplane appeared some little time ago and have been copied on numerous occasions by hardwaremen especially in connection with certain local features such as fair time when many inquisitive people are around. Such novelties are unsurpassed for attracting attention on such occasions.

The above illustration shows a locomotive constructed entirely of hardware, the rear end consisting of a gas stove. The cylinders are represented by a gas water heater, the wheels by the rings in the heater and gas stove, the fender by the wire shelves in the oven, the headlight by a portable electric heater, the boiler of the engine is a round heater with a frying pan covering the smoke vent at the front. The other parts are represented with piping.

Tinsmiths' Patterns For Tee Joints

By O. W. Kothe, Principal St. Louis Technical Institute,
St. Louis, Missouri.



Patterns for Tee Joints.

TEE JOINT patterns are not so particular in coppersmithing as in straight pipes, because the workmen generally do considerable trimming and these pipes are trimmed to the miter often from tubing and, if made up, they are first considered as straight pipes and then trimmed afterwards.

Of course, here and there, there is a mechanic who takes more pains and lays out his work, so at figure 19, we show how to lay out a right angle tee on a main pipe larger in diameter.

The branch pipe A shows how far it sets over the main pipe, so the semi-circle A is divided in equal parts and these parts are also used as a girth line.

Then where these lines intersected a large circle, they are squared over to intersect similar lines in stretchout and that gives the pattern.

To this, suitable stock must be added for flanging when a saddle joint as at C and D are made.

A suitable flange must be worked out on these tees so a good surface is provided for brazing.

After which, wires are wrapped around to catch hold of the saddle of tee as in sketch D.

It is then washed and treated with borax and then brazed, by using a forge fire on the lower side and a torch on the upper side.

Without a torch, it is very difficult to make a good brazed joint, because the fire must be so hot on the underside so it burns the tee before the upper side gets hot enough to melt the spelter, and then, too, by having the underside so very hot, the spelter will run down into the fire.

To overcome this, cup joints are generally made and enable brazing with less effort.

A cup joint is shown as at E where the upper edge is turned out to form a ledge for holding the spelter.

Other times a tee is placed on the bottom of a pipe and in that case, it can be brazed as at F, where wire spelter is circled around the edge on the inside.

By wrapping clay around the lower edge and with the aid of a gas torch or two, a good hot flame is produced, and that will melt the wire spelter and cause it to flow in the seam, while the clay prevents it from running away.

The sketch G shows another view of this. After the joint is thoroughly brazed and cooled off, the clay is knocked off and the edges are trimmed up by filing off the rough edges.

Where inclined tees are met with as in figure 20, they can first be laid out by describing the semi-circle as at M for the main pipe and a quarter circle for the branch pipe as at N and O.

By projecting lines in the manner shown, the miter line is developed. Then by picking the girth from section O and set off at right angles to elevation, the pattern can be projected as shown.

If desired, the pattern for the opening can also be projected as shown, but on the inside of the line of penetration between the tee and the main pipe, at least a 2-inch edge should be allowed to make the cup joint.

A curved bar as at J is generally used for bringing up the cup joints.

By inspecting sketch H we see the

throat of cup joint will not require so much material as the heel owing to the sharper bend.

This is a thing for the workman to observe how much he should allow in order to have his lines straight and not run every way in his work.

If in brazing it is fonud that the spelter runs through, a ledge of clay can be pasted along the inside edge as shown, which is not always necessary, but at times it is very serviceable.

The matter of putting in these tees and making suitable brazed joints is not an easy task, because it takes quite a bit of experience to know how to work the metal, and especially what must be observed and what must be avoided while brazing.

This is especially required so not to over-heat parts of the pipe when brazing, as that will make a brittle joint.

Most of this is knowledge that can be learned only by actual practice, and for that matter, it is no more or less than people working in factories learn how to do piece work, and do a neat and good job in suitable time.

New Mileage Bill In U.S.A. Will Benefit Travelling Salesmen

Washington.—That the Interchangeable Mileage Bill recently passed by Congress, will effect substantial savings in railroad travel for more than 600,000 people is stated by the National Council of Traveling Salesmen's Association. Not only will traveling salesmen benefit by this measure, but so will buyers in their trips to market, base-ball clubs, government officials and others who travel to any extent.

"The bill directs the Interstate Commerce Commission to require the issuance of an Interchangeable Mileage Book, good on all roads," said A. M. Loeb, president of the National Council, commenting on the successful conclusion of the council's fight for the bill.

"Heretofore the Interstate Commerce Commission indicated, when appeals were made for a moderation of rates, that it was not vested with the power, constitutionally, to authorize a general lowering of rates. Now the constitutional authority has been given, and it is expected and hoped that immediately following the signing of the bill by President Harding, the Interstate Commerce Commission will act without delay. One of the outstanding features of the new book, when issued, is that the traveler will not be required to carry a number of different books, inasmuch as the one form of book will be universally used and accepted.

First Stove Foundry in Canada Will Be Commemorated

THE Canadian National Parks Branch of the Department of the Interior has decided to mark, as an historic site worthy of preservation, the old St. Maurice Forges, which constituted the only important Canadian industry during the French regime and lasted through the English period up to the year 1880. The St. Maurice Forges, situated on the St. Maurice River about seven miles from Three Rivers, were founded in 1730 by Poulin de Francheville. Here the first Canadian stoves were manufactured, and for many generations the Canadian people were supplied with porridge pots, axes, nails, hammers, spades and shovels from the forges of St. Maurice. There remain now but a few crumbled ruins of the furnaces and of the once substantial "habitation" of the managers, together with a chimney of the forge, which still stands in lonely dignity in the bed of a wooded valley. Around the site of the old forge there are now a few modern houses where once a village of 400 to 500 residents existed with industrial and commercial activities which constituted real community life.

Old chimney at St. Maurice Forges

Only Chimney Remains

The history of the forges has been set forth by Dr. Benjamin Sulte, F.R.S.C., as the sixth volume of the Melanges Historiques, recently published by G. Ducharme, Montreal. The story of the old forges will thus be preserved in literary form, and the monument to be erected by the Parks Branch will be a visible reminder for all time of an interesting chapter in the romance of Canadian industry.

Writing recently on the forges Dr. Sulte reflects rather sadly: "And now nothing remains to recall these memories but a high chimney—mais non, tout est oublie."

Industry Was Retarded

Yet the industrial inspiration of these old Canadian forges surely remains and the aspirations of its founders are still alive. In Toronto there are many foundries for the manufacture of Canadian stoves and there are others in thirty-eight other cities of Canada. The first founders of the St. Maurice Forges had great trouble to obtain permission from France to found a colonial industry. Under the old French regime, says Dr. Sulte, an order of things existed—as in the colonies of England, Spain and Holland—based upon the principle "all for the Mother Country." Nothing must be done by the colonies which would affect the trade monopolies of the merchant companies of France. These wanted nothing from Canada but furs, and they wished to pay with their own goods.

Eventually, however, permission was given to one Poulin de Francheville to establish a foundry at St. Maurice, and even some financial aid was sent from France. Dr. Sulte looks at this incident with an ironic twinkle. For a long time, he says, he could not understand it, but at last light came. Possibly cannon, bullets and war apparatus generally could be made cheaper in Canada than in France, and, therefore, permission was given to manufacture iron.

The monument to be erected by the Canadian National Parks will take the form of a cairn composed of stones from the ruins of the old St. Maurice Forges. A bronze tablet will be placed upon the monument containing the inscription in French and English: "These forges, established in 1730, by Poulin de Francheville, were the foremost industry under the French regime and continued in operation until 1880."

St. John, N. B.—T. S. Simms & Co., Ltd., celebrated their 50th birthday by the holding of a dinner at one of the leading restaurants, attended by upwards of 130 employees. An address was given by W. L. Simms, the president of the company, and in addition to the address by Mr. Simms, two of the employees who had been with the company for forty-eight years, told of the early days in the industry when the making of brooms and brushes was all done by hand.

Pointers on Sale of Floor Coverings

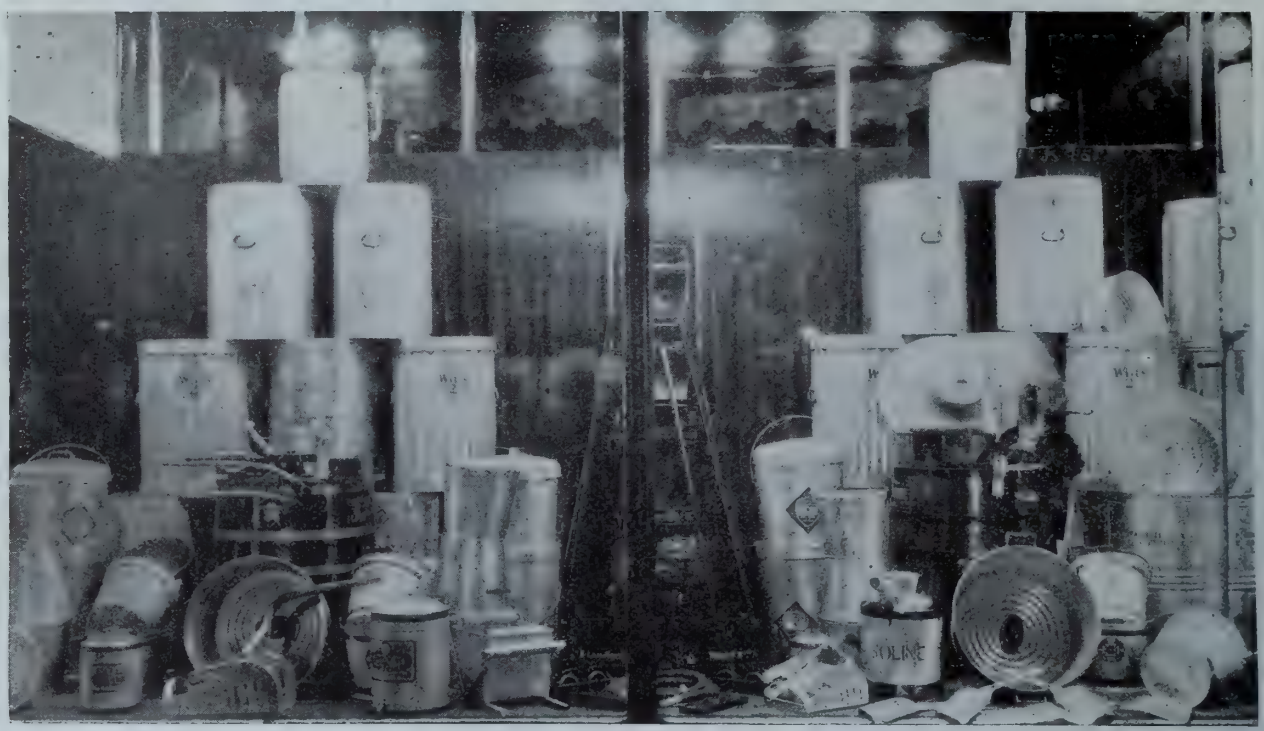
Hardwaremen Stimulate Business in Floor Coverings. Each Year's Business Shows Substantial Increase—Need Ample Floor Space for Display—Fall Months Bring Active Trade—Need Much Advertising

"OUR EXPERIENCE *in retailing floor oilcloth and linoleum has extended over a period of two years, and in that time we have found it a line that sells well. Our sales this spring show a substantial increase over last year. We are convinced, however, that a hardware store must first of all have ample floor space for displaying purposes. With few exceptions, customers for floor coverings are women, and a neat and attractive display appeals to the fair sex, whereas a man would purchase regardless of the appearance of the section of the store where he is led to make the purchase. A year ago last Spring when we decided to stock this line, we cleared a space immediately behind the front window in our household department, and arranged a separate section, with rolls of oilcloth and linoleum forming the walls on all sides. At all times we keep this clean and attractive looking, with the stock arranged according to price, and with the various coloring effects also considered," said Mr. Fabien of Fabien Limited, 1177 Wellington Street, Verdun.*

To acquaint the people that the hardware store carries a full line of these goods, a good amount of advertising is considered necessary, especially when it is a new venture. The women have been in the habit of buying their requirements from other stores. This season, Mr. Fabien used almost his entire store front during part of April, May and early June for display purposes. The fall is also a good time to push this line. Above the windows and extending across the one section of the front were two good sized oil cloth rugs. These were used as signs, such as many stores have above their windows. From the bottom of the windows to the pavement were samples of material carried, about two feet square, each sample being priced in large black figures. Added to this were rolls of oilcloth on either side of the entrance, each also priced in plain figures. On passing, people were made acquainted with the fact that Fabien Ltd. specialized in floor coverings.

Mr. Fabien said he could never understand why linoleum and oilcloth coverings were considered as anything else than a hardware commodity. Wall-paper and paint were purchased through the hardware store for walls and ceilings. Paint and varnish were bought for woodwork and floors. Why should not the hardware store complete the arrangement by selling a covering for the floor? Certainly the hardware store suppled most materials for decorating purposes, and there was no reason why oilcloth and linoleums should be excluded.

Making the Windows do Their Share



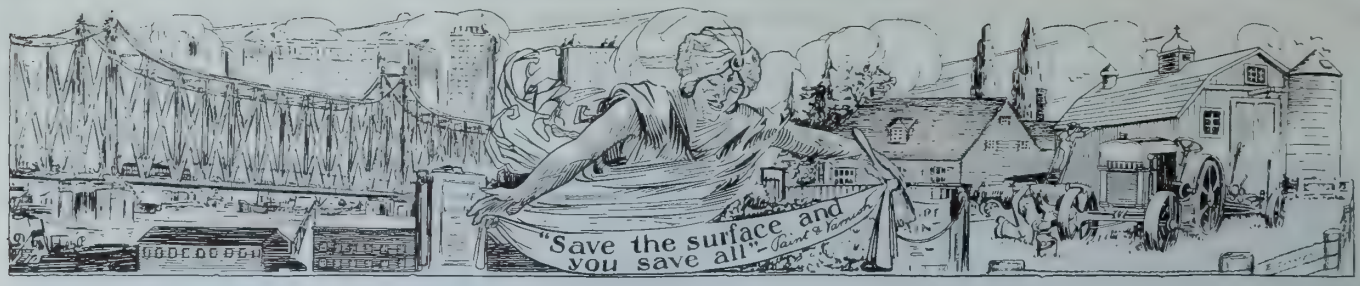
Furnaces and stoves will soon be started. Before this time comes however the hardware merchant has a good opportunity to "cash in" by advising prospects of the importance of replacing ash cans, garbage cans. Carpet sweepers will be needed for Fall housecleaning and other utensils such as mop wringers, brushes, washers, pails, etc. Here is a group of such lines which can be used shortly to good advantage.

September is the next best month in the year for weddings. June of this year exceeded records in marriages and September should therefore also be an active month. For the showers and wedding gifts the hardware merchant has many suitable lines. A window such as this will bring much business in gift lines.

in Developing Fall Hardware Trade

The real dyed-in-the-wool sports are those who go after game in the Fall months of the year. A wide range of hardware lines including flashlights, axes, ammunition, guns, and other hunters' equipment, can be shown to advantage in the windows at this time, preferably with some such natural setting as is shown here.

Some fast selling Fall lines of hardware are shown in this display. Early reports indicate that there is a big field for stove and range business this Fall, and some active work on the merchant's part to show prospects the folly of continually repairing when replacement should be made, should develop much business.



Sends Booklets to Paint Prospects

Willard Hardware Co., Chatham, Ont., Distribute 5,000 Booklets Dealing Largely With the "Save the Surface" Campaign—Intimate Contact Between Dealer and Customer Necessary to Success of This Principle of Business

BELIEVING that the successful merchandising of paint depends largely on the extent of the personal contact with prospects, the Willard Hardware Co., Chatham, Ont., have adopted some novel means for ensuring that every paint prospect in the community will be well acquainted with the fact that Willards can supply their paint requirements and give them expert advice as to meeting their difficulties. The underlying principles of the Save the Surface campaign are also given wide attention in the efforts of this firm's paint salesmen who believe a bigger volume of paint business can be done when customers are sold on the preservative value of paint.

One of the most interesting of the means adopted by this firm in such promotion work is the publication of a 32 page booklet 6 inches wide and 9 inches long. This booklet is published monthly and about 5,000 are sent out to prospects on mailing lists. The first issue of this booklet was published in April of this year, this being a "Save the Surface" edition which contains some interesting reading.

On the inside front cover is an illustration showing paint and varnish being applied and an editorial dealing with the use of paint and varnish to brighten up. The first page of the reading matter is devoted to "Foreword" which after introducing the new booklet and outlining its purpose states "Back of this is an earnest desire to become acquainted with our different readers in so far as it is possible through the medium of the printed page. We feel that if you like our book you will like us and some day we will become better acquainted by meeting in our store.

"We're proud of this store of ours and welcome you any time you care to call. Hardware and everything a hardware store usually handles, is our business. In fact we handle some things that many other hardwares do not."

Sell Service As Well as Paint

The first editorial matter devoted to any particular line in the book, deals

Paint displays are an important means used by Willard Hardware Co., Chatham, Ont., for bringing prospects for paints, varnishes, brushes, etc., into the store. A wide range of articles are shown in the window including floor paint, automobile finishes, varnish, wall finish, furniture polish, wax, etc. A window card states "Prepare your home for the long winter months. Comfort, ease and a cheery home mean happiness." Other signs advocating "Save the Surface" also appear.

Paint department of the Willard Hardware Co., Chatham, Ont., revealing a complete stock, well kept and generally attractive in appearance. Every effort is made to encourage prospects to visit this department and it is realized that when there, the prospect must not be disappointed in the appearance of the department or the service rendered. A prominent sign suspended from the ceiling shows the department for "paints, brushes and varnishes" and once there the customer will have all needs attended to with courtesy and intelligent understanding of their problems.

with the paint department. Under an illustration of the paint department as shown elsewhere appears the following, "This illustration shows the section of our store devoted to prepared paints, varnishes, stains, enamels and every necessity under the head of painting. Coupled with our high quality line of goods is our sales service. We are always ready and willing to explain the method of applying any of our paint products. It is to our interests as well as your satisfaction that you have not only the best paints but also the best results from their usage."

Dealing primarily with the Save the Surface campaign the editorial states "this slogan is teaching the world that proper paint protection means the conservation of millions of dollars yearly in property value. Everybody wants their home to look attractive and beautiful because the personality of a well painted home expresses the delightful hospitality to be found within its walls."

Dealing with paint in general the editorial states "Paint suggests itself at this time of year and we plumb our knowledge of paint, read the ads. and finally turn to the paint dealer with our paint troubles. It is his business to help the one with a paint problem. It's up to him to know the proper kind for every purpose and the method of applying it. He not only sells paint but service and part of his service includes advice about the goods he handles.

Manufacturers Assist

"Back of the dealer stands the manufacturer and never before were paint manufacturers more interested in helping advance thought along the lines of brightening up and preserving with paint. True, it may be argued that their desire is to sell paint. Granted that it is, the publicity of the Save the Surface campaign makes it imperative that they sell service as well as paint.

"Paint dealers in 1921 experienced increased trade in paints. Coupled with that was an easier feeling in price. Oils for instance fell off about four times in price. It came to where people felt they could buy with saving. Some claimed it was down as far as it would go and a slight tendency upward at the end of the year may substantiate this claim. At present paint prices compare with any other commodity. There should be no hesitation in buying as any easing of price is unlikely, rather the reverse may ensue and prices increase judging from the uneasiness of the raw material market.

"Another argument in favor of the Save the Surface campaign is that paint really saves the surface. Paint not only brightens but preserves. The surface that is unpainted wears or weathers unhappily and the one who values property also values paint."

On the next two pages appears a write-up of the firm itself stating that eleven years ago in March marked the entry of this firm into the hardware business. In that time many improvements have been made to the business. When the business was purchased from the Westman Brothers in 1911 the store started out as the Willard Hardware Co. having H. B. Willard, father of the present manager at the head of the firm. Later Mr. Willard, senior, stepped down and left his sons, George and Alfred, in sole guidance.

Electrical Goods

Dealing with electrical goods the editorial states "These days of electrical power facilities justify us in giving attention to this line of equipment. Electric washers, irons and sweepers are among the labor saving devices to be found on our floors."

Under the heading "Women are heavy paint buyers" an editorial in the booklet states, "Women are among the greatest purchasers of indoor house paint." This may be from the fact that the house is woman's realm and its decoration and care a matter of her concern. Or it may be that man willingly shirks the responsibility and leaves it to her.

(Continued on Page 168)

Suggestive Selling

Grouping of Paints, Varnishes and Kindred Hardware Products Greatly Increases Total Volume of Business in Mills Hardware Co. Store

ONE of the most successful of a number of merchandising ideas recently introduced into the Mills Hardware Co. store in Hamilton, Ont., is that of suggestive or group selling. Nelson Mills has always been an exponent of group selling of hardware and has introduced the plan in a broad way in this store. Its application in the "Save the Surface" department is particularly interesting and effective.

Recognizing that the retail salesman was called upon for more information in connection with the application of paint and varnish than with possibly any other line of merchandise sold in the store, steps were taken to see that the salesmen were provided with sufficient knowledge that they could give intelligent advice on customers' paint problems. Carrying the point a step further it was realized that if paint and varnish customers were forced to depend largely on the retailers' advice, that such customers would know little about their other paint requirements or the means to cary out the advice given them. Hence the idea evolved of gouping the lines necessary to making satisfactory application of paint and of suggesting a number of other finishes which might be used to advantage in conjunction with the line being purchased. The results have been very satisfactory, many sales having been increased from a matter of a few cents up to dollars, and the customer gratified that the suggestions were made because they were saved a trip back to the store. Discussing the subject with Hardware and Metal, Nelson Mills pointed out that the other lines sold in such groups are absolutely necessary to each other and if the customer has not them already on hand they must be bought somewhere. Hence if his salesmen do not make the suggestion and the customer forgets until he gets home, he will then go to the nearest store to make the purchase.

Aids Salesmen's Efforts

Not depending upon the salesmen's suggestions, a number of very effective cards have been prepared, as illustrated in this article. These cards bear a message and show a sample of the line dealt with. These cards stand as constant reminders to customers of other lines they may be requiring and they have produced many enquiries which have turned into actual business. Particularly effective are these cards when applied to some line with which the public is little acquainted. Some of these group selling ideas will be outlined herewith.

On one card is a sample of linoleum unvarnished and after varnishing. A can of the varnish is showing through the card. On another card is a piece of wire screen painted—pointing out that it is easier to paint than repair. A sample brush and can of paint also appears. On another appears an advertisement of enamel for use on refrigerators. An illustration of a refrigerator appears, also a piece of galvanized iron, one half bare, the other half enamelled. The card states that this enamel dries hard and is odorless.

The group selling of lines required for automobile renovation is done by means of grouping the actual articles on a display table, bearing a large card listing the articles including sand paper, brush, top dressing, cleaner and polish, engine paint. These articles were grouped at a price of $4.45. This plan makes it easier for the salesman and acts as a good reminder to customers.

Finish for Window Blinds

Another demonstration card is used in connection with a finish for window blinds. On this is a sample of a window blind material showing half of it finished and the other half unfinished. It points out that this product makes a durable and beautiful finish and can be procured in sixteen shades. The blind can also be painted a different color on each side. Mr. Mills pointed out that

The way in which the suggestive selling idea is applied to paint in the Mills Hardware Co. store in Hamilton, Ont., is shown in this view of the "Save the Surface" department. Cards with a sample of the line dealt with appear on all counters. Note the sectional brush department on the right where customers may handle brushes at will. The counter at the rear is reserved for demonstrations one of which was in progress when the photo was taken. Here is found a complete paint stock, placed where it is easy of access and combined with intelligent service on the part of salesmen, an active business is done throughout the year.

Stimulates Paint Business

Customers Appreciate Suggestions Which Prevent An Unnecessary Return Trip—Sells Paint By Covering Capacity Per Square Foot

sold in this way according to Mr. Mills, the window half finished with this product, indicating the improvement which can be made in the appearance of blinds.

Drawing attention to the extensive display of brushes arranged in sections according to size and quality and each price marked plainly, Nelson Mills stated that his experience had been that people wanted to handle brushes. There is no sample stock kept, the stock for sale acts as sample and in this way the brushes are moved out quickly without any chance of becoming shopworn. Mr. Mills estimates that half of the painting jobs spoiled to-day are due to the use of poor and unsuitable brushes. He emphasizes the necessity of salesmen impressing upon paint buyers this fact.

Demonstrations are used frequently to good advantage. In the spring and fall of the year when floors are being refinished, graining demonstrations are found to be particularly productive as many people are unaware that this operation is as simple as it is now.

In connection with the group selling of hardware and kindred products Mr. Mills pointed out that when a customer comes in to purchase hinges, screws or other lines which indicate that he is going to do some renovating or new construction, the salesman invariably suggests paint and varnish.

Speaking of the Save the Surface campaign Mr. Mills pointed out that he links up with this in every possible way, showing actual evidence of the surface saving qualities of paint. "Save the Surface" is a splendid slogan. It represents a sound principle and it will greatly increase the volume of the retailer's sales. If he does not link up actively with it the retailer is proving himself to be the missing link in what would otherwise be a splendid help to him," said Mr. Mills.

This firm adopt the policy of selling paint by covering capacity rather than by the pint or quart. Paint and varnish looks cheaper when sold by the square foot and the customer has a better appreciation of its true value when sold in this way according to Mr. Mills, who stated that this suggestion was secured from an article which appeared in the paint department of Hardware and Metal.

LOWER OCEAN FREIGHTS

According to information received by the agents in Toronto of a transatlantic steamship line, freight rates on upward of 75 commodities have been reduced, effective July 24 last. Among the principal commodities affected are: aluminum rods, tubes and wire, black lead, brass, copper, gun metal and lead scrap, chain cables, cream separators, lavatory basins, fertilizers, floor cloths, glue (dry), horse hair, iron and steel bars, billets and blooms; constructional ironwork, angles, channels, joists, beams, girders; scrap iron, oilman's stores, earth paints, ochre, raw earths, zinc oxide, rattans, wire rope, shellac; dry and green, paper toys, turpentine; brass, copper and lead wire.

An item appearing in the July 1 issue of Hardware and Metal drew attention to a new catalog issued by C. Drew & Company. The address was merely given as Kingston, and some confusion has resulted through this being construed as Kingston, Ontario. The correct address is Kingston, Massachusetts, U.S.A., to which address enquiries should be forwarded.

Knowing that much educational work has to be done at all times in order that customers of the "Save the Surface" department may become more intelligent users of paint and varnish, Mills Hardware Co., Hamilton, frequently have demonstrations, to which prospects are invited through the medium of such window displays as this. Note the cards with samples of various lines shown in the window. These are the same cards as are used on the counters when no window display is in. A brush is advertised to be given free. A display board is devoted to graining tools, and sample boards before and after graining appear to show how easy is the operation. Note the old door on the right showing its original condition, after the first coat of prime color and the finishing coat.

Over $43,000,000 Lost by Canadian Farmers Each Year by Neglecting Necessary Painting

Ten Per Cent. of the Barns in the Country Are Painted—Best Opportunities for Making This Fall the Best for Paint and Varnish Sales Lay in Developing Farm Business—Turnover Should Be 2½ to 3 Times the Investment in Paint

Written for Hardware and Metal by H. E. MIHELL, Imperial Varnish & Color Co., Toronto

SINCE the advent of the "buyers' strike," the "readjustment period," the "war aftermath," "post-war depression" or whatever you have a mind to call it, we have not been burdened with even the faintest cry of too much business.

This lack of "too much business" may or may not be ascribed to several and sundry causes. We'll leave their deduction to the wiseacres and business philosophers who delight in such post-mortems and statistics.

What concerns the average man today is where to get his share of the business and try to keep it somewhere near the level of the rollicking good years just prior to and following the Armistice.

It is quite true that in many instances and with many lines, it is not there to be had. This cannot be said of the paint and varnish business. This industry never has, nor anywhere yet approaches a market that is crowded because of lack of opportunity for sales or selling development.

Let us analyze this statement for a minute.

It has been stated, and this statement is altogether likely an underestimate rather than an overestimate, that the loss to Canadian property owners on urban property, farm property, and farm implements is upwards of seventy million dollars annually through lack of paint and varnish.

Of this amount, upwards of forty-three million dollars is being lost by the farmers of Canada every year. Why? Because the farmers' market for paints and varnishes is as yet undeveloped.

Not 10% of Barns Painted

The statement has been made that not ten per cent. of the barns of the country are painted. This can be easily confirmed by an hour or so observation when passing in any direction up or down our country roads.

This doesn't look as though the paint trade faced a glutted market of painted property in the rural communities.

Any paint man will admit, in fact the majority recognize the possibility of four times the use of paint and varnish that has ever been used before in any one year. Here is an opportunity!

The trade slogan of "Make 1922 the greatest paint and varnish year— as the first step towards doubling the industry by 1926," is at once an objective and an open admission of shortcoming.

It is an admission of the trade's shortcoming by reason of the fact that they recognize that it can be doubled. From its objective aspect it is worthy of being placed before the trade as a goal of achievement.

The writer has talked with many paint men, both manufacturers and retailers, who will admit the above statements from their own observations,— yet when suggested they crawl into their shells like the turtle.

Extending Paint Season in Fall

Another condition prevails that argues for the extending of the paint season into the fall. In many of the smaller towns depending on the farm community, we find that the local painter has absolutely more than he can handle in the spring of the year. He is so busy that many of his would-be customers have to be put off till finally they become engaged in summer pursuits and put the matter off altogether. The establishment of the fall painting idea would carry this business over into the fall when he could handle it more comfortably. These painters are so busy in the town that they don't care to move their equipment out to the farm in the spring. In the fall he has more opportunity and is a little more willing to go to his country friends and do their work for them if they can be made to see that fall painting is just as good a time as spring, in fact gives them better results from a protective standpoint.

All paint men know these facts, they admit these conditions, they recognize these opportunities, now what are we going to do about it? Are we going to let this knowledge breed some action or are we going to let precedent stifle our initiative?

It is not the purpose of this article to recite the paint and varnish manufacturer's problem of endeavoring to serve everybody properly during the spring rush. He could serve his customers much better if business were spread out more evenly over the course of the year.

And his problem is not altogether unlike the problem of the retail paint department. Let us take an average instance of a retail paint department.

Turnover to Justify Investment

This department's share of capital investment is let us say $2,000. Shelf space and equipment are based on this amount of investment. In the spring of the year the demand and amount of business done would justify investment and equipment on the basis of say $3,000. It would also justify keeping the paint department right up at the front of the store and the window trimmed with paints once in every six weeks.

Then along comes the fall of the year, demand and business do not justify perhaps even an investment and equipment of $1,000. If it were not too much trouble, the whole paint department would go to the rear and the window too frequently goes without the grace of a display of paints and varnishes.

The development of the farm market and the fall painting idea would not only ensure more even all-year business, but it would justify the permanency of the original $2,000 and perhaps more. It would earn a rightful and

Discussing paint requirements with the farmer.

profitable place for everyone's paint department at the front of the store and it would justify the use of the window more frequently.

Snow shovels, screens and screen doors, and refrigerators have their limited seasons, which perhaps cannot be overcome. But paint and varnish sales have a wider season than they have ever experienced. Their greatest limitation has been attachment to prejudice in the minds of the trade and the consumer.

This prejudice in the mind of the seller has no excuse. He has been shown that there are good sound reasons for fall painting and that there is money in it for him if he will go after it. The consumer perhaps will be somewhat slower in grasping the idea but if the dealer will exercise his personal contact and advertising on him, he too can be made to change his ideas and a lot of his habits in regard to paint and varnish.

Should Turn Stock Three Times

Taken by and large it is doubtful if the average turnover of the paint and varnish dealers throughout Canada amounts to more than one-and-a-half times their investment. From a merchandising standpoint and in view of the existing possibilities, the average turnover should be from two-and-a-half to three times the capital investment.

The paint and varnish dealer who is making an earnest effort to establish a paint department on a sound merchandising basis, will face this fact, take into consideration these possibilities and welcome fall painting and the development of the farm market as real solutions to his problem.

After all is said and done, there are many men to whom these arguments have been presented who have thrown up their hands with an expression of "it can't be done." Of course it cannot be done if they do not start in to do it. The man who wraps himself in this cloak of precedent and will not let his initiative get into action is licked without even going into the battle.

Mention has been made of the conversion of the consumer to the fall painting idea. It cannot be expected that he will come into it of his own volition. He must be told about it, he must be shown, he must be educated.

FACTS WHICH JUSTIFY THE DEALER CONCENTRATING ON FARM PAINT BUSINESS

Not 10 per cent. of the barns in Canada are painted.

On the basis of depreciation established through neglect to paint, farmers of Canada are losing $43,000,000 annually.

Bumper crop prospects this year will provide many farmers with the means to carry out necessary improvements.

H. E. MIHELL

Imperial Varnish and Color Co., who tells some interesting facts about the opportunities for developing farm paint business this fall.

The retail merchant cannot escape any share of his responsibility in this direction. His own personal effort and his advertising must be brought into play.

Furthermore, he should get into action right away. It is an open secret that there has been begun an earnest effort on the part of the manufacturers and others to overcome this uneven distribution of business throughout the year. They have recognized the conditions cited above for considerable time. They have been seeking ways and means of overcoming it, and it is understood that the "Save the Surface" Campaign is to be enlisted to aid in this direction.

The Save the Surface Campaign

Every paint and varnish dealer recognizes the tremendous influence that the "Save the Surface" campaign has had in increasing the sale of paints and varnishes during the past three or four years.

The campaign has surely fulfilled one of its expectations held when it was launched and that was to ensure a continuance of business during the periods of anticipated depression.

The years 1920 and especially 1921 gave it the acid test of these expectations. To what successful extent it has come through those trying years every paint dealer can testify. The painting habit through its instrumentality has become more thoroughly established than ever before.

But this is not the only mission that the "Save the Surface" campaign has to fulfill. It has opened up to the eyes of the trade the tremendous possibilities that have been neglected and which still exist. It is now up to the campaign to use its weight of influence towards making these possibilities an actuality in dollars and cents for the paint and varnish trade.

The committee in charge recognizing the importance of both the "Fall Painting" idea and the necessity of developing more adequate painting of farm property, have decided this fall to train their whole facilities onto these two problems. Their plan of campaign has been designed to attract the attention of the farmers and the rural communities to the necessity of adequate paint and varnish protection.

But this campaign cannot do it alone. Their effort must be supplemented by the tremendous power of the retail trade in taking an active interest in these directions.

It is to be frankly admitted that this is not a matter of merely rolling off the log. It will require pioneer work, patience, resourcefulness and initiative. These two ideas will not be thoroughly put into force this year, or next year or the year after. It will take time, but it will be time well spent. But for the sake of heaven if they are worth time, and money can be made of them, don't throw up your hands because it has never been done before.

The paint trade as it stands to-day was not established in a year. It has taken years to place it in its present position and not a few distributors recognize that it has enabled them to establish one of the strongest departments in their store.

Dealer needs active turnover of paint in fall months to get his required quota of business.

The Save the Surface campaign is ready to help the merchant convince customers of the need of painting before the winter.

High cost of lumber and other building materials makes it more necessary to protect buildings on the farm and elsewhere.

In the language of the street "it is up to you," the retailers of the Dominion of Canada, to take hold of these ideas and utilize your retail merchandising opportunities to make them strong features in extending the service of your paint departments; and incidentally to make them stronger profit producers for yourselves.

Reasons for Fall Painting

The basic benefits to be gained by the consuming property owner through "Fall Painting" have been given in Hardware and Metal a number of times, but it will not be amiss to give them again.

There are five strong reasons which may be readily turned into good selling talk for the retailer.

1. In the fall, the surface is thoroughly dry. During the spring, a surface which needs repainting is sure to contain moisture and dampness or frost,

and it cannot be successfully painted until it has thoroughly dried out.

2. When the wood is dry, it absorbs more of the paint. The paint penetrates deeper into the wood, therefore getting a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

3. Paint cannot be applied as successfully in damp, cloudy or unsettled weather as in warm, sunny weather; in the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of repainting should never be allowed to go over the winter without this protection.

5. It is easier to keep moisture and dampness out by applying a coat of paint when the surface is dry than it is to get moisture or dampness out of the wood when you want to apply paint.

The matter of developing farm painting presents a few problems that will require solution, especially in connection with barns. The fact that barn painting has not been nearly as general as it might be requires that the farmers must be educated into the paintnig habit or perhaps the habit of having the painting done.

It is to be frankly admitted that the equipment necessary for barn painting must be a little more elaborate and the knowledge of how the work should be done economically must become more thorough.

This is by no means an admission that it cannot be done, for it has been done.

The cultivation of a farm is the farmers' business, and must be done in season which coincides very largely with the painting season.

He can scarcely afford to carry equipment for the painting of his barn alone. The problem pretty much resolves itself into that of having it done by regular painters with the brush or with the spray gun.

Farmer Tells Why He Paints

That the farmer recognizes the necessity of painting is shown by the reply of a western farmer to a paint salesman who asked him why he had painted his own barn.

"I'll tell you son," said the farmer, "lumber hauled in from British Columbia and laid down at $110 per thousand makes it necessary for me to keep that barn working as long as I can."

Admitting that the solution of having the work done by someone else is the best, then it is up to the retail paint distributor to work in close conjunction with the local painters as much as possible. Aggressive selling of barn paint will enable him to put the painters onto barn painting jobs in the off seasons.

The best solution is the use of the spray gun equipment. The spray gun is quick, efficient and economical and will enable the wide awake painter to obtain a great many jobs that otherwise he could not hope to handle both on account of time and price.

HARDWARE AND METAL GAVE A HELPFUL PAINT SELLING IDEA

Discussing paint business with Nelson Mills, of the Mills Hardware Co., Hamilton, Ont., Hardware and Metal was advised that the plan of selling paint by covering capacity rather than by quantity as outlined in a recent issue of this paper had been adopted by the paint salesmen of this firm to good advantage.

"You have certainly pushed your paint editorial department well in the last couple of years," said Mr. Mills. "You have many splendid articles on paint selling. Every one of our salesmen get Hardware and Metal and read it closely every week, and they apply every helpful selling idea which is given."

In some localities there has been established what is known as "community painting;" that is people in a certain community club together to have their painting done at a certain time. This enables the painter to apply his first coat on one building, proceed to the next and apply the first coat there and then return to the first job for the second coat. This reduces the time of moving equipment to a minimum.

The aggressive paint and varnish retailer can, if he will, make himself the hub of such organization and form an outlet for his goods.

Spray equipment of proven worth can now be obtained which can be mounted on a small motor truck and carried with other accessories readily from place to place.

Such equipment has reached a point that it can be as easily used for house painting as well.

Hardware and Metal will be very glad to furnish the names of reliable firms who will furnish these outfits to those who are interested.

It is not out of place to say that within less than ten years the paint trade will both see and enjoy tremendous strides in the development of barn painting. It has already started in many localities. Dealers and painters throughout the country are already beginning to enquire into the matter to see how it can be carried out. When the melon is properly cut it is going to be one of the juiciest ones that they have ever put their teeth into.

Like all other forward movements, the man who takes the initiative and gets in on the ground floor is the fellow that is going to get all the chocolate off the cake.

While it may seem more or less of a problem, it is not at all incapable of solution. The rosy features about it are that it has tremendous possibilities. These possibilities are easily within the reach of those dealers in towns depending on the rural population. When these possibilities have been tapped it will become a permanent business and it is quite within the range of possibility that your paint department will have established a source of outlet fully equal to and quite as profitable as your present volume of business.

As was said a while back, "it is up to you" to function as a merchandiser of goods, to use all of your personal contact with your trade, a fair share of your advertising and a reasonable amount of enterprise to tap this gold mine.

Keep thinking them over for this fall: "Fall Painting" and "Barn Painting."

SEND BOOKLETS TO PAINT PROSPECTS

(Continued from Page 163)

"Be that as it may, more women than men purchase the paint that is used on the floors of their homes. And many of them do the painting too. We do not believe that it is because they have to but because they like to. Painting is fascinating. Many people will sacrifice a perfectly restful evening for the delight of chasing brushfuls of paint back and forth across a kitchen floor."

Other features of the booklet include paragraphs explaining the process of treating various surfaces; a boys' and girls' picture title contest for which prizes of $5 first, $3 second, and $2 third were given; a note to call the service department for a representative to go and explain how to re-finish woodwork, furniture or floors. A number of suitable jokes, descriptions of various paint products handled, and a story of how a hardwareman learned something of paint prospects from his wife also appear in the issue which is brightened by many illustrations throughout.

The issuing of this booklet to 5,000 prospects helped greatly in the education of people as to the preservative value of paint and the result has been to increase the volume of paint trade by bringing customers into a new appreciation of the value of the product and of applying it adequately.

MANUFACTURE ASBESTOS

Sherbrooke, Que.—Manufacture of finished asbestos products is no longer to be confined to the United States and European countries for it is expected that Canadian asbestos will actually be manufactured in the Dominion very shortly.

Plans have been completed by the Johns Manville Company, Limited, for the erection of a plant at Asbestos, Que., where it is expected to be able to take care of Canadian requirements. The plant and equipment will entail an expenditure in excess of one million dollars and the work will be commenced immediately.

The plant will be completed in about six months time and the initial operations will necessitate nearly three hundred employees with an increase in number as the developments progress.

"If You Did Not Paint in the Spring Then Plan on Painting This Fall"

A. J. WEBB

Every Reason Advanced For Spring Painting Can Be Applied to the Fall—Varnish, Floor Paint, Stove Pipe Enamel, etc., Can Be Featured As Applying to Fall Needs

Written for Hardware and Metal by A. J. WEBB

EACH YEAR as May-time comes around the property owner is bombarded with literature of various sorts, all pointing out to him the necessity of painting up his property—the considerable saving effected by so doing, and the general all around economy embodied in this work; all of which of course, is excellent good sense, and is in the interests of the conservation of property in general. Is there any reason, however, that the dealer's efforts should slow down, or gradually peter out just because the fall is approaching? Absolutely none!

For every reason advanced that the property owner should paint up in the spring, the dealer can advance just as valuable a reason that property should be painted in the fall.

It is now generally recognized that the first and essential value of a good coat of paint is its protectiveness, saving as it does the valuable property of Canada from the attacks of wind, sun, rain, storm, and all the extreme climatic conditions that obtain in this great Dominion.

Protection Before the Winter

In the spring your property is attacked by heavy rains and storms, later on by the intense heat of summer, and consequently it is highly desirable, and the sheerest good sense to paint up at this particular time. But, what of the heavy attacks of winter upon the unpainted building? In the winter time we have the intense cold, the sleet, snow storms and the bitter piercing north winds, all of which will rapidly effect a very considerable deterioration on the unpainted dwelling, and it behoves, therefore, the property owner to think well before allowing his property to go through the winter in its unprotected condition.

As a matter of fact in the early fall, say during the month of September, conditions for painting are, in some cases, actually better than in the spring. First there is an almost entire absence of heavy rains, which are so in evidence in the spring, and which oft-times spoil what would otherwise have been an excellent job. Another reason is that the lumber is free from frost, thus affording a perfect painting surface. There is also an entire absence of the many insects that are so prevalent in the spring-time, and which, adhering to the new coat of paint, somewhat spoil the appearance of the job. The greatest of all, however, is the wonderful protection it is going to afford your house when facing the long Canadian winter, and the storms and stress of the elements which are so violent at that time.

Requires Equal Protection

Just as it is necessary for the individual to adequately clothe himself with warm clothing to withstand the rigors of the Canadian winter, so is it equally necessary to protect his property by the application of a good coat of paint from the attacks of the elements, which are so severe on the buildings erected in the Dominion.

If ever your house needs protection, surely it does against the severe and long sustaining attacks of the Canadian winter. Let the dealer, therefore, not be satisfied just because he has bestirred himself during the usual time of spring cleaning and spring painting, but let him go after the considerable amount of painting that can be done in the fall.

There is a further side to this question, and that is, that in the fall is the time to get after the interior decorating of the home. Then, is the time when the family is faced with a long period when they are more or less confined to the home. Is it not desirable therefore that it should be made as spic and span as possible, as bright and attractive as it can be made, and in short, a home that it is a pleasure to live in? This is the time when the dealer can push the sale of his varnishes, his floor paints, and all the numerous lines that are put out by the manufacturer for interior decorating and especially made to beautify the home.

Time Spent in the Home

There is a great field open for the dealer who is not content to have merely shot his bolt during the usual activities of spring painting, but who feels as we do, that a great deal can be done by suggesting to the householder just what improvements can be made in the interior of the home during the early fall, thus making it an attractive place in which to spend the long winter months. In the summer most people are out of doors, and glad to be so, but during the long winter months a greater portion of the family's time is of necessity spent in the home.

Let us work together, therefore, to stimulate in the householders' minds and in the property owners' minds the great benefits to be derived by brightening up and freshening up the interior of our homes. Let the dealer take advantage of any visit made to his store by suggesting that this be done, and we feel sure that he will find his sales of these interior lines go up amazingly. They have never been pushed to the extent they should have been, and we would suggest in all sincerity that the dealer endeavor not only to point out the wonderful preservative effect of paint for the exterior of property, but also not to forget what can be accomplished in the interior of the home by the expending of a little money on varnishes, floor paints, flat wall, and so forth, all of which can be applied during the late fall, or the winter, to the great enhancement of the home, and a source of pride and pleasure to the family in general.

There is always some product of the paint manufacturer that can be used whether it is fall, winter or summer, but it is up to the dealer to suggest to his customers just what particular lines can be used, and we feel sure that if he will interest himself in this proposition that his paint sales will not cease or slow down very appreciably just because it happens to be September instead of "Spring Cleaning" May.

WESTERN ONTARIO NOTES

The roof is now on the new four-storey building of the Cowan Hardware Co., at London, Ont., and workmen are making rapid progress on the interior. The firm expects to take over the premises in October.

Carswell Bros., of Elora, Ont., who recently purchased the Reith Hardware at Grand Valley, have taken over the business. Charles Adams is associated with them.

Retailers' Sales of Paint Greatest Ever

Net Reduction on Standard House Paint in Last Year is Forty Cents a Gallon—A "Bread-and-Butter" Line for Hardwaremen Recently

Written for Hardware and Metal by W. S. FALLIS Vice-President and Managing Director Sherwin-Williams Co. of Canada, Ltd.

DOMINION-WIDE conditions indicate now, as they have for some time, that the broad swing of business is distinctly upwards and that Canada, as always, is among the first countries of the world to recover from trade depression. This tendency to react quickly is, in my opinion, the result of the inherent soundness of her commercial activities. Boards of Trade, business associations, and investigators who have their fingers on the business pulse of the country, report a steady improvement in conditions generally. The crop, so important in a country largely agricultural, promises well over the average; a good crop this year will give a great impetus to the upward swing in business, particularly in Western Canada.

Costs Vary

Conditions in our industry are good. Costs have varied somewhat, being reduced in the early part of the year and becoming a little firmer now, but the net reduction on standard house paints since this time last year has been 40 cents per gallon and on other lines accordingly. Gallonage in paints and varnishes sold through the retailer to the consumer has been greater than ever before and this remarkable record, maintained through the last "lean" period, will undoubtedly be bettered still more as the business horizon continues to grow brighter.

A Bread and Butter Line

Paints and varnishes have been one of the "bread and butter" lines for the dealer of late months. They have brought him a good volume of business and a good profit while other lines have been quiet. Normally, the paint and varnish department can be made one of the most profitable in the retailer's business. Work, of course, counts; he should get behind his line of paints and varnishes with all the selling helps that the manufacturer gives him, and also with his own local advertising and selling plans. He should be alert to the possibilities of the "Save the Surface" Campaign, and should identify his store with its activities. A year or so ago some dealers doubted the value of this campaign, but practically all paint and varnish men are now in favor of the "Save the Surface" idea, and are giving it whole-hearted support. They find that it pays.

Less Unproductive Labor In Paint Industry

Unproductive Labor the Big Problem To-day—Paint Manufacturers' Overhead Expenses Lowered—Prospects Depend on Agricultural Development

Written for Hardware and Metal by J. H. CONOVER, General Manager Martin-Senour Co., Ltd., Montreal

EVERY industrious citizen and investor in Canada is doing something in his individual way, aiming to do his part in bringing trade and commerce back to near normal conditions, which of course, carries us back to 1913 and 1914, previous to declaration of war. But, after making a mental survey of the world's financial condition, I firmly believe that we will be accomplishing a lot if we come even near to that objective. Canadian thrift and prosperity has already enabled this country to overcome our greatest obstacle—the depreciated value of the Canadian dollar—to-day it has almost entirely recuperated and in a majority of business transactions is accepted at par value. Who knows how many dollars it has cost Canada during this period of depreciation? I am sure I don't, but I do know the prime factor which was largely responsible in reinstating the value of our Canadian currency and securities, namely—supporting home industries, both factory and farm—and although this practice was far from being broadcastly uniform, still a sufficient percentage of man and womanhood of Canada accomplished a wonderful feat.

J. H. CONOVER

Let us not lose sight of this object lesson and effort which served us so well in time of need, but rather spread this economical propaganda from ocean to ocean, even broadcasting our daily responsibilities through radio wireless stations, namely continue supporting home industries and farm products. Ask for them. Let your desire to purchase Canada products become more manifest. We are a Canadian nation, let us feel and assume the full responsibilities of this present generation.

Depend on Agriculture

The opportunities for exporting manufactured goods are limited owing to increased tariffs, while agricultural products appear to be less restricted, consequently our hope and prospects depend largely upon the sons of the soil. And the present crop reports from all points in Canada, from the extreme east to west, assure us that we will be well involved with prosperity during the next two years, and during that period, no doubt, national exchange of business between all countries will have automatically improved.

I consider that Canadians are better off right now than any other country under the sun. During the next twelve months, no doubt we will reach our maximum output. This, of course, depends on European conditions, which appear to be marking time, but during this period, Canada can continue to expand if we continue to insist on being served with Canada made merchandise. Unproductive labor is the real problem and the most difficult obstacle standing as an obstruction to thrift and prosperity, this is being gradually overcome, and I believe can be entirely overcome if organizations are formed embodying a policy of labor affinity. My reasons for confirming this are that I have taken the paint and varnish industries of this country as an example; who have almost entirely solved it. To-day these industries have less unproductive labor units than during our biggest year's output, thereby lowering our general overhead expenses, which enables us to sell our goods to the public for considerably less money, all because labor in all departments has become more productive. And this economical improvement has enriched the Canadian consumers to the extent of hundreds of thousands of dollars. This is thrift, caused through labor affiliating with capital, thereby enabling the employe to avoid a reduction in salary. This accomplishment is possible and within reach of every industry in Canada. Our future prosperity, as I see it, rests chiefly in supporting Made in Canada and Empire Goods and continually reducing unproductive units in every business activity of life. Support Canadian production, the press and the pioneer.

Returning Prosperity Aids Paint Business

Improvement in Agriculture, Lumbering, Mining and Fishing Reflects in Requirements of Paint and Varnish—Property Owners Measure Value of Paint by New Standards

Written for Hardware and Metal by W. W. INGERSOLL, Vice-President Dougall Varnish Co., Montreal

HOW IS business? What is the outlook? These are common-place questions, and business people are being called upon to answer them every day.

As far as these questions are related to the paint and varnish industry, undoubtedly it can be truthfully said that business has been steadily on the mend during recent months and at the present time is very much improved.

Having in mind the conditions we have been called upon to face, and the experiences through which we have passed during the last few years, one hesitates to make predictions for the future, but there is abundant reason to feel that the outlook is very promising for continued and increased business improvement. Confidence in this is resting on the practical assurance of splendid crops which are now reaching maturity throughout all Canada.

Even in those parts of the country where agricultural pursuit is not the leading vocation, but where lumbering, mining and fishing form the basis of prosperity, here too will be found evidences of improved outlook all giving just cause for a cheery optimism.

The truth has been impressed on us that prosperity for the manufacturing industries and merchants in Canada is largely contingent on good times with the agriculturist, the lumberman, the miner and the fisherman. Therefore with evidence on every hand of returning prosperity to the people engaged in these vocations, it is reasonable to expect its reflection will be found in manufacturing and mercantile industry, with the paint and varnish branch reaping its share.

Of encouragement to the paint and varnish business is the fact that property owners are measuring their valuation of paints, varnishes, etc., by a new standard. These products are no longer looked upon as non-essentials or luxuries. They are appreciated for their genuine worth as great conservers of valuable property. Not merely as superficial beautifiers but actually "surface savers" whose generous use indicates the practice of real economy.

The path of returning prosperity should not be impeded by any obstacle which lies within our power to remove, and we should carefully avoid the creation of any new hindrances.

Do we all realize what measure of influence we ourselves exercise in making future business as good as we would have it be?

Product of Good Work By All

'Good times for all can only be the product of good work by all." If we can just place the broadest interpretation and most sincere application of that motto in our thoughts and actions we need have little fear for the happiness and prosperity of the future.

We all have our part to play in making prosperity doubly assured. Depression of the past should not be cause for retarding our effort of the present. Let us fasten our thoughts on the numerous, indisputable causes which promise and foretell prosperity the like of which we have not yet known.

The Save the Surface educational campaign and other publicity has favorably inclined the buying public towards paints and varnishes. Improved business in these lines can be best encouraged by manufacturers and dealers giving the consumer the best possible quality and quantity value for the least possible profit in keeping with business stability.

Business improvement will not be hurried by apathetic buying or buying

(Continued on page 174)

Group Selling of Paint, Varnish and Brushes

A number of effective suggestions for displaying paint, varnish and brushes are found in this arrangement by a Montreal firm. Note the use of panels to show the finished effect of certain products. Attractive window cards tell of a special premium offer.

Why the Business Depression Hasn't Affected Paint and Varnish Trade

Written for Hardware and Metal by R. H. MONK, Vice-President McArthur-Irwin, Ltd.

TRADE conditions are yet far from being in the condition they were in prior to 1920. If the tonnage carried by ocean freighters has any bearing on the value of money in circulation there is yet a considerable backwardness in our national trade conditions. The sale and consumption of every article that is not indispensable to the community is suffering. Many things freely bought before and regarded as being among the semi-necessities are now listed as luxuries. We have been growing to this idea so that to-day it is a common thought and there is no object in repeating it except as an introduction to the idea that during all the time this need for economy has been seizing upon the mind of the people it has never once been suggested that paint and paint products should be included in the list of those things that the community can, without national loss, afford to forget.

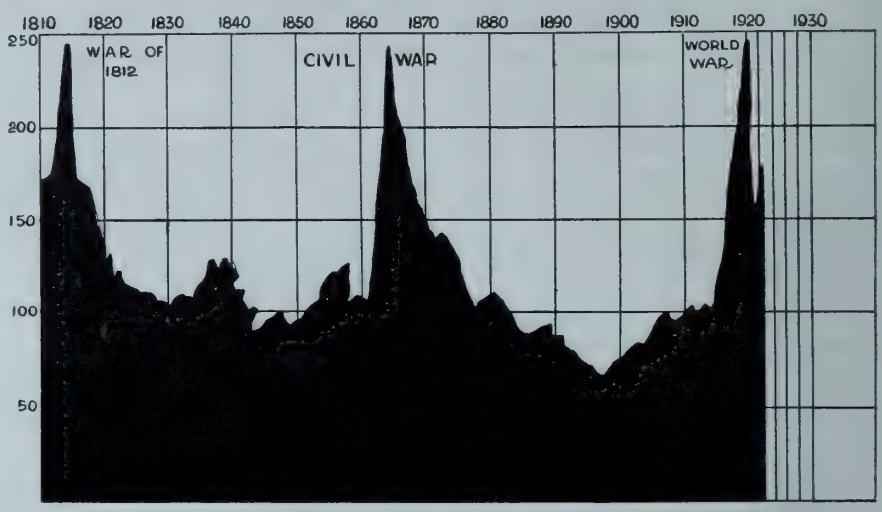


Chart showing wide variation of commodity prices.

It is true that, in common with every other industry, paint manufacturers lost severely in the universal decline in raw material prices, which occurred two years after the cessation of the war. This was a world condition that affected the producer of every article in common use. The sales of paint, however, have continued to grow from year to year. Some of the products needed especially for the war added materially to the output of the factories at that time, but when the demand for these specialties ceased, the steadily growing requirements of the people was so much in evidence that the works were glad to be relieved of this ephemeral trade.

Part of Essential Activities

To a great extent this steady increase in sales must be accredited to the influence of the "Save the Surface" campaign. It has had its part in arousing interest, in awakening the pride of the community, and in calling attention to the fact that paint is necessary to the preservation of property values. On the other hand, as we have said, the use of paint is recognized by the people as part of the essential activities of a progressive country, and it is because of this fact that while every other industry has had its factories idle, the factories of the paint industry have been fully occupied in supplying the demand for its products.

The first call upon the wealth of the community is for those articles that are essential to its preservation. The hypnotic influence of the advertisement is powerless if the goods it would persuade the public to buy are not necessities, or if there is not a surplus of wealth that can be applied to their purchase.

If sales of all the products of the paint and varnish factories continued to grow when the spending power of the nation had contracted to the limits of the purchase of necessities only, it is sufficient proof that the need of these products was not brought into being by advertisement, but because it applied to articles that were basic necessities for the country's welfare.

Another reason that the paint business holds its place so well among the national trade activities is that the manufacturer's policy is to deal in the fairest way with the consumer. Paint prices have always been strictly in keeping with their cost of production, and the consumer has always received full advantage of price reductions at the earliest moment.

Study the past and present position of paint prices with respect to other commodities, and it immediately becomes evident that they occupy a most enviable place, during the period of 1915 to 1920, when continual increases in the cost of raw materials were taking place, and also in the period from 1920 to 1922, when the reaction set in, and prices fell with such alarming rapidity.

No industry showed a smaller percentage of advance and a quicker return to a level in accordance with reduced costs than the paint industry. This policy has gone far to establish the confidence of the people in values offered. Sales marked by the absence of spasmodic fluctuations have been the result.

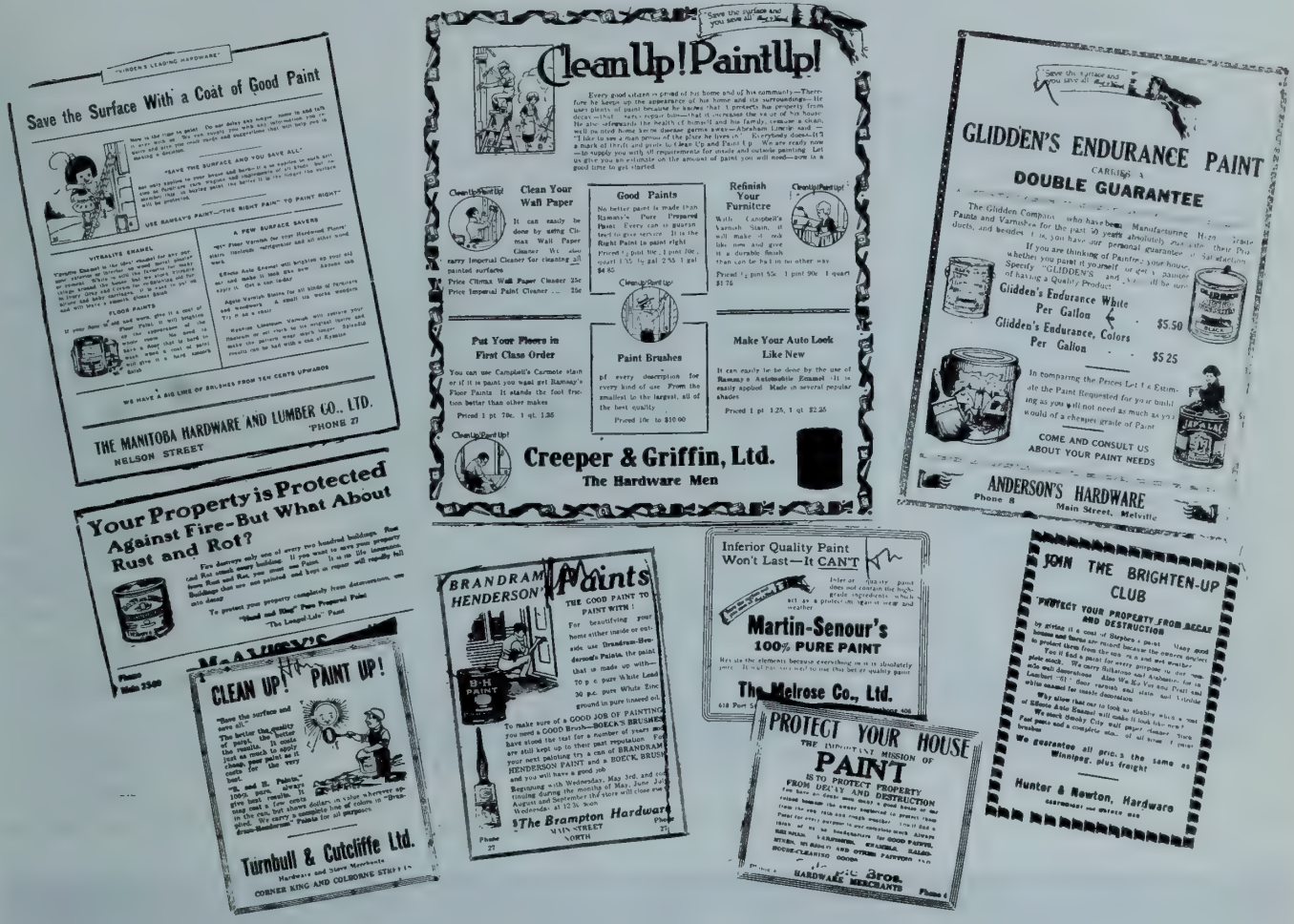
Contrast the present prices of paint with the cost of raw materials. The present values came into effect when the lowest point in the raw material market had been reached. The average general increase in the cost of raw materials, which enter into the manufacture of paint, has been 17%. Had prices of finished products advanced in keeping with these prices all ready mixed paint would be 70c per gal. higher than it is.

The anticipation that prices will be yet lower in the near future is unwarranted. The well proven theory of opposite and equal reactions teaches us that a depression such as we have recently come through must have an opposite reaction in an upward trend of prices. The experience of the past shows that when the causes of the inflation of commodities ceases a complete generation must elapse before the intricate machinery of civilization can adjust itself to the new condition. The economic chaos, which would have inevitably followed the immediate resumption of the price levels of 1914, would have ended in revolution and upheaval. The steep descent of prices which developed in 1920 had, therefore, undoubtedly to come to an end very soon after its inception, to be followed by a recovery which would restore the average decline in values to its normal course. This is illustrated by the sketch appended to this article.

The prices of commodities are here shown as at 1914 and at 1920, the sharp decline of 1920 to 1921 being also illustrated. Had this decline continued the price at 1914 would have been reached within two years. In other words 50% of the advance was eliminated at one stroke. If it takes a generation for

(Continued on page 174)

Retail Ads Urge "Save the Surface"



HERE are some representative advertisements of hardware retailers in various parts of Canada. It will be noted that practically each one of them deals with the importance of painting from a preservative standpoint and most of them make use of the "Save the Surface" slogan. A distinct change has come over the retail advertising of paints recently in view of the progress of this campaign and to-day it is realized that the paint ad which shows the prospects that his neglect to paint is costing him dollars and cents continually has the most effect.

Herewith are shown a group of retailers' ads recently appearing in local newspapers. The ad by **Manitoba Hardware and Lumber Co., Virden, Man.** says "Save the Surface with a coat of good paint. Now is the time to paint. Do not delay it any longer, come in and talk it over with us. We can supply you with any information you require and give you color cards and suggestions that will help you in making a decision.

"'Save the Surface and you save all' not only applies to your house and barn—it also applies to such articles as furniture, cars, wagons and implements of all kinds; but remember that in buying paint the better it is the longer the surface will be protected."

The ad goes on to outline certain enamels and floor paints and then lists a number of "Surface Savers" including linoleum varnish, varnish stains, auto enamels and floor varnish.

Proud of Homes

Making use of the "Save the Surface" slogan, **Creeper and Griffin Ltd., Owen Sound, Ont.**, urges local people to paint up their properties. The ad states "Every good citizen is proud of his home and of his community. Therefore he keeps up the appearance of his home and its surroundings. He uses plenty of paint because he knows that it protects his property from decay—that saves repair bills—that it increases the value of his house. He also safeguards the health of himself and his family because a clean well painted home keeps disease germs away. Abraham Lincoln said; 'I like to see a man proud of the place he lives in.' Every body does, it is a mark of thrift and pride to paint your property. Let us give you an estimate on your needs." The ad then deals with furniture, auto, floor finishes.

Under the Save the Surface slogan **Anderson's Hardware, Melville, Sask.**, deal with a number of paints, pointing out that in comparing prices an estimate should be made by the hardwareman on the paint required as less paint of a high quality is needed than of a cheaper grade.

"Your property is protected against Fire—but what about rust and rot?" Under this startling heading an ad by **McAvity's, St. John, N. B.**, says: "Fire destroys only one of every two hundred buildings. Rust and Rot attack every building. If you want to save your property from Rust and Rot you must paint. It is its life insurance. Buildings that are not painted and kept in repair will rapidly fall into decay."

Inferior Paint Doesn't Last

Under the heading "Inferior Quality paint won't last—it can't," an ad by **Melrose Co. Ltd., Victoria, B. C.**, using the "Save the Surface" slogan states

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WHY THE BUSINESS DEPRESSION HAS'NT AFFECTED PAINT AND VARNISH TRADE

(Continued from page 172)

prices to reach normal again, it will be seen how much lower than the average decrease the prices of 1921 were. Therefore, after an initial depression of such a severe character prices must again advance until at the end of a stated period, say, of 10 years, there is no more than 30 to 35% decrease in the cost of all commodities. If, therefore, manufacturers are able to hold their present prices in the face of growing taxation and the necessity of decreasing overhead they will be sacrificing profit for the sake of stabilizing business and restoring normal conditions.

What is now necessary is for the merchant to have a greater belief in the essential nature of the paint line he handles, and by disseminating the idea of staple prices and values to build up that confidence which is so vital a factor in creating a national well being.

RETURNING PROSPERITY AIDS PAINT BUSINESS

(Continued from page 171)

strikes. Small or restricted business is a great cost increasing factor. Volume of business provides the most ready price relief.

Market conditions are very firm as related to most raw materials entering into the production of paints and varnishes, giving a stability to present prices, which should encourage the dealers to anticipate fall requirements by buying their full needs.

Viewing the whole situation there is every encouragement to confidently look forward to a big paint and varnish year ahead.

RETAIL ADS URGE "SAVE THE SURFACE"

(Continued from page 173)

"Inferior quality paint does not contain the high grade ingredients which act as a protection against wear and weather. Our pure paint resists the elements because everything in it is absolutely pure."

"Protect your House. The important mission of paint is to protect property from decay and destruction" is the heading on an ad by **Gillespie Bros., Orangeville, Ont.**, which says: "You have no doubt seen many a good house or car ruined because the owner neglected to protect from the sun, rain and rough weather. You'll find a paint for every purpose in our complete stock."

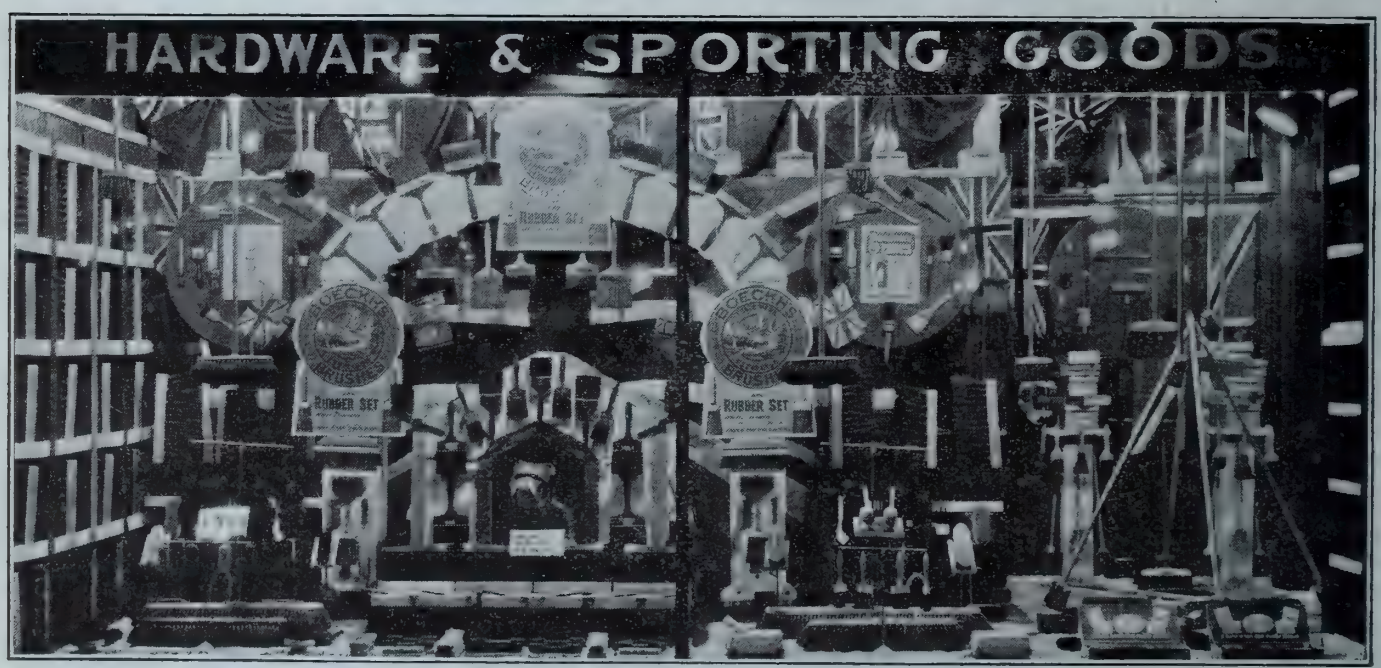
Under the heading "Join the Brighten-up Club" the ad by **Hunter and Newton Hardware, Cartwright, Man.**, says; "Protect your property from decay and destruction by giving it a coat of paint. Many good houses and barns are ruined because the owners neglect to protect them from the sun, rain and wet weather. Why allow your car to look so shabby when a coat of enamel will make it look like new?"

Under the heading "Save the Surface and you save all" **Turnbull and Cutliffe Ltd., Brantford, Ont.**, state "the better the quality of paint the better the results. It costs just as much to apply cheap poor paint as it costs for the very best. Our paint may cost a few cents in the can but shows dollars in value wherever applied."

Advertising paint and brushes together **Brampton Hardware Co., Brampton, Ont.**, state; "for beautifying your home either inside or out, use — paints and to make sure of a good job of painting you need a good brush.—Brushes have stood the test for a number of years and are still kept up to their past reputation."

Share Bros., one of the Vancouver downtown hardware firms, has bought the retail store of the Wallace Hardware Co. on Commercial Drive and is now operating it.

Showing Comprehensive Range of Brushes



A window display which did much to convince passers-by that a wide range of brushes has been provided to lighten labor and increase the efficiency of work is that shown here by W. J. Burr, of T. J. Trapp & Co. of New Westminster, B. C. Many original ideas for displaying brushes are evident. Note the bull dog in front of which is a card stating "who says the bristles will come out." The display is well built up with floor brushes, scrub brushes, wax brushes, etc., on the floor and neat stands pyramiding nail, sink and shaving brushes up to banister brushes. Whitewash brushes are arranged in a semi-circle at the top of the display and one or two circular boards show the various sizes of paint brushes.

Brushes for the Fall Housecleaning

Great Possibilities for Brush Sales in Fall Months With Much Painting and Housecleaning Being Done—Specializing on a Brush Department—Some Window Display Suggestions

Written for Hardware and Metal by C. M. FARRINGER

ALL kinds of paint brushes are required during the fall, as well as all kinds of housecleaning brushes. Most people are beginning to realize that one of the best times for outdoor painting is in the fall. There is a good reason for this and every hardware dealer should use it as an argument for more fall business in paint and brushes.

It is not hard to convince the house-owner that after the long dry summer season, after the baking sun has had its innings on the outer wood surfaces, that said woodwork is in no condition to withstand the ravages of the fall rains and the winter storms. Paint protection is more necessary at this time of the year than at any other season and it is, therefore sound economy to get busy right away.

Then there is the housewife who is in just the right humor to have the interior of the home brightened up. The living room must be painted so as to be attractive, cosy and comfortable for the indoor season.

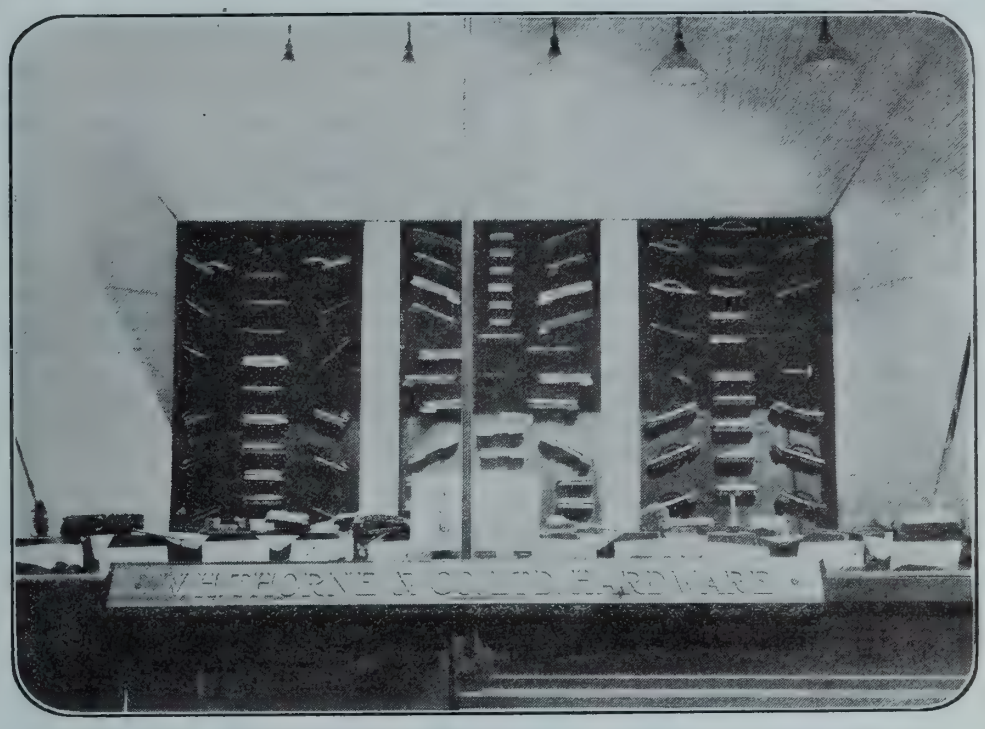
Brighten the Home

Then come the sleeping apartments. Painted or tinted walls are becoming increasingly popular—they are attractive and sanitary. Dealers should not miss any opportunity to strike home on this subject.

Following the painting will come the opportunity for household brushes, floor brooms, waxing brushes, etc., necessary to keep everything spick and span. Brushes, brushes and then more brushes will be the sure result if the stock is right and your plans are properly carried out.

The fall season is the chance to create a greater paint and brush demand and the profits on both are worth while.

A great many dealers are finding it profitable to specialize on a brush department. This line can best be sampled on attractive display boards which are supplied free by some manufacturers. Window displays are also strong reminders. The use of manufacturers' display or show cards is another important feature, and advertising in the local paper is a further strong selling method. These are only a few suggestions for keeping this class of goods prominently before the buying public. Plan your fall campaign now. The results will surely surprise you.



An unique brush display showing at a glance the comprehensive range of household brushes available in this arrangement by W. H. Thorne & Co., St. John, N. B. An attractive effect is produced by showing up a display board in the rear with various brush samples affixed. On the floor are samples and cards dealing with brushes for the furnace, milk bottle, shoes, sinks, duster, laundry, sanitary, stove, radiator, bath-tub, and wax floor polisher. The card in the centre states "The brushes named in this display are of special design with a view to lightening the work of the housewife. How many have you?"

Use of "Save The Surface" Slogan

TO ENCOURAGE a still wider use of the "Save the Surface" slogan by all firms and corporations in the paint and varnish industry, the advisory board of the Save the Surface Campaign publishes its policy and lays down the following conditions under which the use of the slogan is permitted so that there will be no excuse for its misuse, innocently or deliberately by anyone.

1. In order to protect the public interest and the integrity of the paint and varnish industry, the Save the Surface Campaign must assume no responsibility for the quality of any paint or varnish product. In order that no one individual, firm or corporation may appropriate a benefit which is intended to be enjoyed by the entire industry, the use of the Save the Surface slogan (words or design)in any form—partial, complete, paraphrased or imitated—on a container, package or label, used in merchandising any paint or varnish product; or when used in advertising copy as a part of or in conjunction with a privately owned trade mark, in such a way as to appear to be a part of such trade mark, is unethical, illegal and strictly prohibited.

2. In advertising or sales promotion copy, the words "Save the Surface and you Save All—Paint and Varnish" without the design, may be used in standard form in whole, in part, or paraphrased as caption or as text, so long as the user or paraphraser gains no unfair advantage by the manner of use. When the slogan words are used entire, they must be set in quotes. If used in part, the part quoted may or may not be set in quotes. They may be set in any type or hand lettered.

3. The slogan, where used complete, embracing wording, brush mark and hand, must always be in its standard form, with no change in wording. No additional words may be included within the design (sweep of brush). No inflexible rules concerning proportions and design are set up so long as there is no departure in spirit from the standard form.

Hardware Declines 12 per Cent in Past Year

AN average reduction of twelve per cent. in hardware prices during the past twelve months is noticeable when comparison between existing and earlier quotations is made. As pointed out elsewhere in this issue, a slightly greater decline was evident, however, during April and May of the current year. Since then, the average prices have shown a decided tendency to rise, this being principally due to the developments in the iron and steel industry, such basic materials supplying the foundation of numerous hardware lines and reflecting more or less directly in the trend of prices.

In another table reproduced in this section, the quotations in effect during the first week in August of each year on fifty staple hardawre lines, are presented from 1914 to 1922. Such a list affords interesting comparison and is calculated as representative of average hardware commodities.

Compared with pre-war levels, current hardware prices in general are around eighty-five per cent. higher than in 1914; although many individual lines show price declines in greater proportion and existing levels compare more favorably with earlier standards. Other commodities, again have failed to recede to the average extent, due to primary causes, thus keeping the composite level much higher than might otherwise be the case.

When present price levels are compared with the peak of 1920, however, a most substantial reduction is evident, quotations having receded on the average approximately thirty-one per cent. It must be remembered, however, that in figuring the amount of decline the highest level forms the basis, whereas in estimating the relative amount of increase, the lower level is used for comparison. Therefore, the decline of 31 per cent., is equal to an increase of 83 per cent., or in other words, the existing reduction since October, 1920, is just as great as an advance of eighty-three per cent. on the current prices.

According to the same method of computation the recession of twelve per cent. during the past 12 months, cuts off twenty-five points from the previous index figure. In explanation, it would take an increase of 25 per cent. on present levels to bring prices up again to the higher figures prevailing one year ago. A simple rule for basing percentages of reduction and advances is to figure that a fifty per cent. increase on One Dollar brings the cost up to $1.50. But it only takes a reduction of 33 1-3

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Variation of Hardware Prices Over Nine Years

Average Quotations Prevailing During First Week in August of Each Year

Staple Hardware Lines	Unit	1914	1915	1916	1917	1918	1919	1920	1921	1922
Axes, single bit	Doz.	$9 00	$9 50	$10 00	$12 25	$15 00	$15 00	$19 25	$18 75	$12 75
Brass, sheet	lb.	26	40	60	60	43	41	40	29	23
Boards, wash	Doz.	2 60	3 65	4 25	4 45	5 50	5 80	6 65	7 15	5 80
Boilers, range, 30 gal. std.	Each	5 00	6 50	8 50	13 00	14 00	11 00	15 00	8 75	8 75
Can. plate, ordinary 52's	Case	2 85	3 25	4 50	10 00	9 50	7 35	13 00	8 00	4 90
Cement, portland	Barrel	1 85	1 85	1 85	2 40	3 25	3 25	3 25	4 05	3 70
Chain, coil (½ in.)	Cwt.	3 90	4 40	6 95	10 35	12 15	12 60	11 55	12 75	10 20
Cord, sash (base)	lb.	29	25½	33½	52	70	75	1 08	50	55
Crow bars	lb.	04½	03¼	04¼	07½	09½	09½	11½	09½	07¾
Grindstones	Cwt.	1 25	1 45	1 45	1 80	2 50	3 00	5 50	4 25	4 00
Hammers, striking	lb.	06	06½	10	17½	17½	17½	19¼	16	15
Hinges, strap (4 in.)	Doz. Pr.	1 14	1 03	1 48	2 40	2 70	2 63	2 25	1 95	3 65
Iron Bar (base)	Cwt.	2 00	2 15	2 90	5 25	5 25	4 25	6 00	3 50	3 15
Irons Sad (polished)	Set	78	85	85	1 70	2 25	1 85	2 20	2 18	1 62
Lawn Hose (½ in.)	ft.	13½	11	12	14	17½	17½	23	19	13¼
Lanterns, hand	Doz.	7 00	7 25	8 00	12 00	12 50	12 50	15 00	12 00	9 20
Lantern globes, cold blast	Doz.	50	60	60	1 10	1 05	1 05	1 05	1 65	1 35
Metals, Ingot Copper	lb.	14½	21	28½	34½	31	27	24	17½	17½
Metals, Ingot Tin	lb.	34	43	42	63	1 30	60	57	37	36½
Metals Ingot Lead	lb.	05¼	07½	08½	13	11	08	10½	06¾	07½
Metals, Ingot Spelter	lb.	05½	23	13	11	10½	11	10¾	07	08¼
Metals, Ingot Aluminum	lb.	19	40	66	64	50	35	37	29	21
Metals, Ingot Antimony	lb.	08½	40	20	20	20	11	10½	09	07
Machines, washing (hand)	Each	3 50	3 75	4 00	5 13	5 67	7 10	10 20	8 92	8 75
Nails, wire (base)	Cwt.	2 25	2 35	3 70	5 45	5 30	4 70	6 40	4 30	3 55
Nails, cut (base)	Cwt.	2 50	2 70	3 40	5 75	5 65	4 75	7 50	5 20	4 60
Gasoline	Gal.	18½	14½	32	32	33	32	40	33	34
Coal Oil	Gal.	15½	14	13½	16	20	22½	29½	18½	20
Oakum, plumbers	Cwt.	3 50	4 00	7 50	9 50	10 00	9 00	9 50	7 50	6 30
Paper, tar, No. 1	Roll	95	95	95	1 10	1 10	1 10	1 65	1 35	1 15
Fibre, tarred No. 1	Roll	62	62	80	1 25	1 25	1 25	1 75	1 45	1 20
Felt, tarred	Cwt.	2 10	2 10	3 50	3 30	3 50	3 90	5 70	4 85	3 45
Picks, clay (7 lb.)	Doz.	4 40	3 50	5 25	10 00	12 25	12 25	13 50	11 00	8 50
Pipe, Galv. (1 in.)	100 ft.	6 03	9 10	10 29	15 22	15 56	15 98	17 77	16 66	11 05
Pipe, lead	lb.	07½	09½	13	19	15	12½	17	12½	13
Roofing (2 Ply)	Roll	75	75	1 05	1 80	1 95	2 10	2 18	1 93	1 85
Rope, pure Manilla (base)	lb.	15	16	22½	37	39	34	35½	23	21
Rope, cotton (base)	lb.	24	22	29	47	75	76½	92½	37	41
Sheets, corrugated, 28 ga.	Cwt.	4 00	4 50	5 50	8 95	9 00	8 25	12 00	7 55	6 00
Sheets, black, 28 ga.	Cwt.	2 70	2 90	4 00	10 00	8 25	6 00	10 50	5 75	5 00
Solder Bar	lb.	27	30	28½	40	60	37	35	26	22½
Sash Weights, solid	Cwt.	1 50	1 60	2 00	2 85	4 00	3 25	5 10	3 50	2 60
Steel Wire, bright base	Cwt.	2 30	2 30	4 25	6 50	6 25	5 00	6 00	4 30	3 65
Screen Wire, cloth	100 sq. ft.	1 55	1 55	2 25	3 25	3 50	3 50	3 60	3 50	3 00
Clothes Wringers (11 in.)	Doz.	37 80	37 80	42 58	52 80	55 44	62 55	92 00	73 50	73 50
White Lead in Oil	Cwt.	8 65	10 60	13 95	19 00	17 25	16 35	20 35	14 95	13 45
Linseed Oil Raw (Bbl.)	Gal.	63	67	85	1 44	2 20	3 30	2 17	97	1 10
Turpentine (in Bbls.)	Gal.	70	66	69	63	1 00	1 95	2 65	95	1 80
Mixed Paints, colors	Gal.	1 90	2 30	2 50	3 30	3 75	4 80	5 30	4 10	3 70
Putty	Cwt.	2 60	2 70	3 00	4 35	5 55	6 45	7 60	7 05	6 20

What Caused Steel Prices to Rise

THAT the rise and fall of the base prices on bar iron and steel is frequently an accurate indication of the general trend in hardware quotations can be readily observed from a study of the steel market during the past twelve months. At this period last year, prices generally were on the downward grade, many recessions being announced not only on bar products, but also on many finished articles. This trend corresponded to the movement in the steel markets at that time. It is interesting to note that twelve months ago the average base price on bar iron was $3.40, and this level continued to recede during the early months of the present year until in March and April the low mark of $2.65 was reached.

From then on a marked improvement was noted throughout the steel industry and quotations commenced to climb upward. Many manufactured lines also registered increases which have been more or less attributed to the higher costs of the raw materials in the shape of steel. During the past four months, bar iron base prices have risen approximately sixty cents per cwt., or an advance of twenty-three per cent.

This rise has been attributed to a combination of elements, chief among which have been the coal miners' and railroad shopmen's strikes. The fact that seasonal improvement in the general demand for steel was coupled with the low condition of stocks in the hands of both jobbers and manufacturing interests, were other causes contributing towards increased interest in the market. The scarcity of stocks in warehouses and at mills recorded at the commencement of the season, indicated that the market had been thoroughly liquidated, while the quiet demand had forced mills to curtail operations.

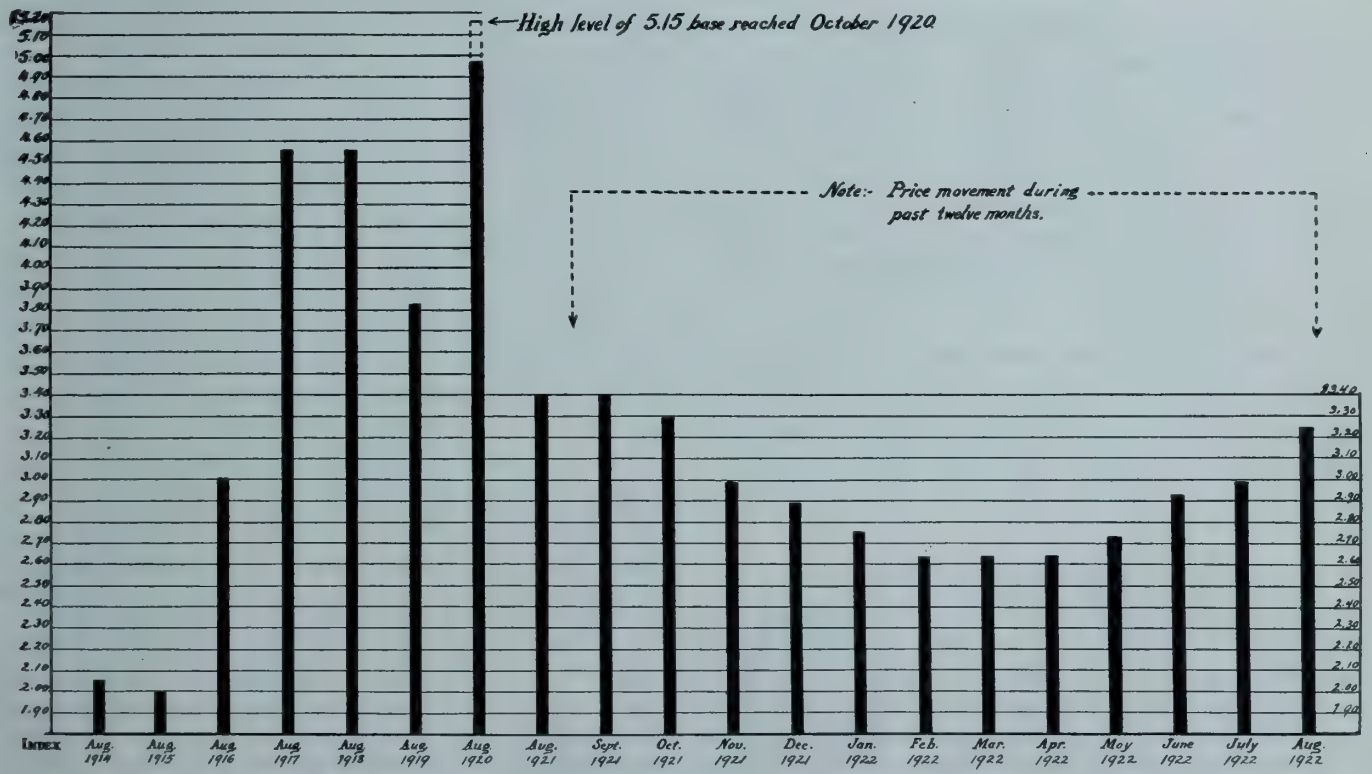
That the rail strike resulted in a greater relative upset in the steel industry than the coal miners' walk-out, is indicated in the general trend of production. During the months of May and June, output recorded a marked increase, in the face of the coal strike. But the difficulties in rail transportation which commenced on July 1, had the combined effect of delaying shipments of coal through restricted train schedules in mill territories and also causing a shortage of cars for loading purposes at mine centres. The tying up in the supply of coal from southern fields to steel producers had the effect during the latter part of July in restricting steel production and caused the banking of several furnaces.

The base quotations on bar iron of $3.25 is again in effect, a level which was recorded last October. The movement since that date has been of a see-saw style, with the present market trend indicating a general firming up to even higher figures in the near future, if current conditions remain unchanged.

All other manufacturing elements being equal therefore, the varying prices on bar iron is a more or less direct indication of the price trend on finished hardware products. Any deviation from this is usually accounted for by the movements of other cost factors, such as labor, transportation, overhead, ratio of production, seasonal demand, and the competitive or monopolistic nature of the market.

The wooden building of the Westminster Iron Works, New Westminster, was destroyed by fire, the loss being estimated at $20,000.

Bar Iron Base Price Again on Upward Climb



Above chart shows the variation in the base price on bar iron during the past twelve months and also the relative levels on August 1, for the past eight years. The levels of 1914 can be compared with the high peak in October, 1920, as well as indicating the current market tendency.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, AUGUST 19, 1922

Out For an Advantage

A REVIEW of taxation methods made applicable by the government in the past few years indicates that the tendency is definitely toward the extension of principles of direct taxation, involving the use of the Sales Tax, Stamp Tax, etc., as the chief source of revenue compared with Customs Duties.

With this in view retail merchants are well advised to make a study of the application of such forms of direct taxation as are now applying and be prepared to assist in the securing of regulations designed to protect their interests as a class. Questions of policy in regard to the Sales Tax must be considered so that retailers in future will not be burdened with absorbing a tax which may be much bigger than it is to-day. The same applies to the endeavors being made to collect the Stamp Tax in certain cases from retailers. With so many regulations being issued it requires constant attention to see that other branches of trade do not raise their voice higher than we do and get any unfair advantage.

Markets an Interesting Study

THE HARDWARE markets present an interesting study and one which proves valuable in dollars and cents for those merchants who make themselves thoroughly acquainted with its tendencies. Reaching their highest peak just after the war, hardware prices have undergone a continuous depression until they "scraped the bottom" a few months ago. Since that time a feeling of more confidence among buyers, engendered by the liquidation of high priced stocks, the establishing of more efficient production and lower transportation costs have combined to provide an incentive for better business and a realignment of prices having a fairer relation to costs of production have resulted.

Practically each week sees fluctuations in both directions on various hardware commodities. Having in mind recent increases, hardware has undergone an average reduction of twelve per cent. in the past year. They are still eighty-five per cent. above 1914 levels. Such data as this enables a hardwareman to intelligently summarize market conditions for himself.

Canadian Roads Get the Business

THE RAILWAY workers' strike in the United States has had the effect of diverting considerable business to Canadian railroads. Canadian railways have been carrying large shipments of automobiles to Atlantic ports for export from United States factories and many shiploads of grain from the Canadian Northwest which ordinarily go through the lakes to Buffalo and trans-ship by U. S. railroads are coming to Canadian ports on the Great Lakes and being trans-shipped by Canadian railways. The necessity of routing such trade through new channels at the present time might lead to a portion of such business being continually done in this manner. The only unfortunate thing is that Canadian railways are suffering from a shortage of cars due to many being tied up in the United States and the large number sent to the West to handle the grain, and are unable to give this new business as much attention as would otherwise be possible.

Many Pitfalls For Unwary Retailers

THERE NEVER was a time in the history of retail merchandising when retailers were confronted with as many problems of vital importance as face them to-day. The greatly increased costs of conducting business, the problem of securing efficient help, the highly competitive state of retail trade and the constant branching out into other lines of retail trades which in the past have confined their efforts pretty much to one line, have all helped create new problems for retail merchants.

The advent of chain store systems, co-operative buying and advertising, have also been factors which have developed in other trades to a greater extent than in the hardware trade but which, judging from recent developments in the United States, are extending to retail hardware circles. Added to these and many other problems are various governmental regulations and taxation, each of which have added to the burden of the retail hardware merchant and in most cases have tended to cut down to a very great extent his margin of gross profit.

Hardware and Metal is constantly co-operating with retail hardwaremen of Canada to arrive at solutions of the many vexing problems with which they are faced and this applies to-day probably more so than at any time in the past.

Brings Retail Business Out of Dark Into the Light

TO ASSIST merchants to a closer understanding of their business an article appears in this issue by Frank Stockdale, retail merchandising expert, whose assistance has been highly valued by Canadian hardware retailers in the past. In this article he deals with the value of a plan or program, and outlines in detail a plan divided into four parts: 1. Sales Quotas; 2. Stock Limits; 3. Margins, and 4. Expenses. These four points are referred to as the outposts which protect profits. It is shown how the class of business determines the percentage of mark up and why this percentage varies in different cases. How to limit stocks and yet retain sufficient variety is a problem dealt with. How to group the various hardware lines in relation to their respective turnovers, frequency of buying, margin, season of selling and ease of selling.

Briefly the system provides the retailer with a constant record of stock on hand and of sales of each respective line. A percentage of mark up is established for each line of goods having in mind the number of turns of stock to be expected in a year. The records of stock movements and the percentage of mark up secured are kept each day and entered in the Merchandise Record book. A close watch on these records will indicate where selling effort needs to be applied. The system also enables the retailer to bring percentage of mark up and turnover to such a relation that bigger profits can be made. As one prominent retailer states, this system "puts the light on retail business." It is worth a close study.

Editorials in Brief

THIS IS the thirty-fourth Annual Fall Number of Hardware and Metal. Thirty-four years is a long time and there have been many changes in methods of doing business and stocks handled during that period. This issue has been particularly designed to meet the requirements of the trade at this season and it is crammed full of practical suggestions for keen hardware buyers. It justifies a close study and continual reference during the Fall months.

THE CANADIAN National Exhibition commencing this year on August 26 and continuing for two weeks, is an annual event of both social and educational value to retail hardwaremen. Retailers are well advised to take an occasional holiday from their business and go to new localities and see how other people do things. The exhibition provides a good opportunity of combining business with pleasure in examining the latest articles offered for sale and in learning of new developments which are applicable to their business.

For the Man Behind the Counter

How Much Time To Wait On Each Customer?

You May Be Wasting Employer's Time By Trying Too Long to Induce Customer to Make a Purchase —Customers Pay More Attention to Salesmen Than the Latter Sometimes Appreciate

Written for Hardware and Metal by A. G. KEENEY

CONTRARY to the opinion held by many merchants and salesmen, the man with money to spend for merchandise is not so absorbed in examining that merchandise as to ignore the salesman with whom he is dealing. Purchasers want their money's worth, and in many stores salesmen are rapidly being convinced that the average purchaser takes many things into consideration while deciding whether he will make the purchase he originally considered making.

Customers entering a store for the first time frequently are seen to glance critically over the salesmen in that store. Almost invariably a customer is seen to "take stock" quickly of the salesmen within view and then approach the salesman who seems to have struck his fancy. If that salesman measures up to the customer's expectations, he probably will continue to enjoy that customer's trade indefinitely.

Observe Many Peculiarities

In "taking stock" of salesmen customers frequently observe faults that are not apparent to the salesmen themselves or to their employers.

Recently I visited a store to make several purchases. My car was due in a few minutes and I was particularly desirous of being "waited on" as quickly as possible. It was near the store's closing hour and all the salesmen were busy. Several customers, probably in my position, were waiting to be served as I entered.

The salesman nearest me wasted more than ten minutes trying to sell an irascible old gentleman merchandise on which the store's profit probably was not more than ten cents. The old gentleman finally made the purchase and the salesman turned to "wait on" me.

Wasting Employer's Time

It was evident from his attitude that the salesman considered this sale his crowning achievement of the day. Although he must have been weary as the result of a long day's work, he stepped forward with commendable alacrity, evidently willing to render me his best service. The average observer might have listed this salesman as one of the best in the store, yet it occurred to me that he unquestionably had been wasting his employer's time.

While he was haggling with the old gentleman to make a profit of ten cents for his employer, this salesman could easily have sold merchandise to me that would have netted the store two dollars' profit. Because my car was due I could make only a small portion of the purchases I originally had planned to make. I found it more convenient next day to complete my list of purchases at another store.

The salesman who had worked ten minutes for ten cents had wasted his employer's time. Not only would he have sold me a handsome bill of merchandise, but he probably could have made several additional dollars for his employer had he assisted the old gentleman in making a prompt selection, attended to my wants and served several other customers instead of trying to induce the old gentleman to purchase something no more expensive than the irascible customer had attempted to buy before being dissuaded.

How Much Time Per Customer

Had he been taken to task about this, the salesman probably would have argued that "a bird in the hand is worth two in the bush." Or he might have contended that it was his duty to send the old gentleman away satisfied that he had received attentive service.

An impression I gained from this incident was that a salesman should possess good judgment in order to determine *how much time should be given each customer.*

For instance, a customer who expects to purchase a large quantity of merchdise warrants a salesman according him more time and attention than does the customer who is spending only a few cents. The customer who is about to invest dollars in merchandise needs —and deserves—more time in which to examine goods and make his decisions than does the "small" customer.

When Business is Quiet

When business is "quiet," a salesman is justified in devoting all the time he can spare to serving the "small" customer. He may be able to impress the customer so favorably that the next purchase made by this visitor will be far larger and far more profitable for the store. By tactful suggestions he may be able to induce the "small" customer to inspect other merchandise resulting, eventually, in that customer returning to the store or in his becoming a permanent customer.

Certainly good judgment will enable a salesman to determine whether he is wasting his employer's time. Alacrity, plus efficiency, will enable a good salesman to serve all customers, whether "large" or "small," in a fashion commensurate with the purchase they make.

To Be Continued

REPAIRS FOR MARLIN, HOPKINS AND ALLEN, DAVENPORT AND FOREHAND AND WADSWORTH FIREARMS

The Marlin Firearms Corporation, New Haven, Connecticut, which recently purchased the business of the former Hopkins and Allen Arms Company of Norwich, Connecticut, has completed the removal of the Hopkins and Allen machinery, equipment and organization to the enlarged Marlin plant at New Haven, where the Marlin Company will in the future manufacture the Hopkins and Allen lines of single and double guns, rifles, revolvers and target pistols, to supplement the famous Marlin repeating rifles and shotguns. By this purchase The Marlin Firearms Corporation has become the successor of the Forehand and Wadsworth Arms Company, the W. H. Davenport Fire Arms Company and their predecessors, running back to revolutionary days.

WESTERN CANADA NOTES

Darmody Hardware Co. has commenced business at Darmody, Sask.

Hafford Hardware Co. has commenced business at Hafford, Sask.

J. W. Streit Hardware, Amisk, Alta., has been succeeded by W. B. Larue & Son.

Events in the Trade

BUSINESS CHANGES

St. Thomas, Ont.—A. E. Campbell hardware has sold to F. N. Barrett.

NEW FIRMS

H. R. Dunne has opened a hardware store at 175 Roncesvalles Avenue, Toronto.

OPEN NEW STORE

Corras & Bridgewater are now in their new store at 391 Keele Street, Toronto.

OBITUARY

H. O. Martineau of the wholesale hardware firm of Martineau & Co., Quebec, is dead.

INCORPORATION

Fancher & Fils, Ltd., hardware, Montreal, have obtained charter.

St. Clair Electric and Hardware Ltd., head office, Toronto, capital $40,000 to manufacture and deal in hardware, electric appliances, radio supplies, etc.

Wireless Vacuum Cleaner Co., Ltd., has been incorporated in Ontario with capital of $150,000 and head office in Chatham, Ont., to manufacture vacuum cleaners, etc.

Fredericton, N.B.—Sutherlands, Ltd., has been incorporated with head office Moncton, N. B., and capital stock of seventy-five thousand dollars. The company is authorized to take over the business now conducted under the name of Sutherland Brothers, and to carry on a general business as wholesale and retail plumbers, hardware and other lines. Those incorporated are R. H. Sutherland, D. H. Sutherland and George A. Robertson.

PERSONAL

R. C. Chown has taken a position with Stewart & Wood of Toronto and will call upon the hardware trade in the Niagara district.

Richard Allthorpe, for many years manager of the wire netting department of Messrs. Boulton & Paul, Ltd., Norwich, England, has been obliged through serious ill-health, to resign his position.

Mr. Allthorpe has occupied the position of vice-chairman of the Wire Netting Manufacturers' Association since its formation in 1906. For a period of over 44 years Mr. Allthorpe has devoted his energies to the wire netting industry. His successor as head of the department is Walter Murray, who has been connected with the wire netting business for a number of years.

George Hardy of the Purdom Hardware, London, Ont., has returned after spending his holidays by motoring to Montreal, and from there taking boat trips.

Russell Buttrey of the Ingram & Davey Hardware, St. Thomas, has returned after spending his holidays motoring in the Niagara Falls district.

H. Lendon of Leamington, Ont., is in London this week as a member of the championship team of bowlers to defend the Minto Cup which Leamington won a year ago.

Col. T. S. Hobbs, of the Hobbs Hardware, London, who has not been at his office for some weeks owing to illness, is reported somewhat improved.

Frank Woodward, of the Ingram and Davey Hardware, St. Thomas, is holidaying in Detroit and Chicago and Bert Seeley of the same firm is spending his vacation in Montreal.

J. G. Tweddle and Miss Helen Tweddle, of Fergus, Ont., are holidaying at Wasaga Beach.

E. A. Davey, of the Ingram and Davey Hardware, St. Thomas, has returned after spending a very enjoyable vacation in Muskoka.

HARDWAREMAN APPOINTED JUDGE OF JUVENILE COURT

Ottawa, Ont.—J. F. McKinley, secretary-treasurer of the Ottawa firm of McKinley & Northwood, hardware merchants and plumbers, has been appointed judge of the juvenile court in Ottawa.

Col. Robt. Starke, president of Starke Seybold Ltd., and Alex Gibb are among the members of the Montreal Board of Trade who will make a trip across Canada to the Pacific coast, commencing from here on September 1st.

In connection with the appointment of H. R. Harrison to the management of the Montreal branch of Pilkington Bros. Ltd., as outlined in last week's issue, Hardware and Metal is advised that F. J. Kerr, former manager of that branch, has been transferred to the firm's Canadian central office at St. Catharines to undertake special duties.

Geo. W. Eckhardt has been appointed vice president in charge of sales for the Miller Lock Co., Philadelphia. Mr. Eckhardt comes to this work peculiarly fitted by experience. He has had several years' experience in the wholesale hardware field, together with a long association with Henry Disston and Sons, Inc., as a salesman and Assistant Manager of Sales.

An engagement notice of interest is that of Chester Clarence Crawford, eldest son of the late J. B. Crawford, founder of the hardware firm of that name at Dutton, Ont., to Hilda Castleman, B. A., of Dutton. The business referred to was established by the late J. B. Crawford in 1899 and was carried on by him until his death seven years ago, since which time it has been under the general supervision of his son, C. C. Crawford.

HARDWAREMEN ON A DAY'S OUTING TO OSHAWA

Merchants belonging to the Danforth Business Men's Association, Toronto, are planning on a little outing of their own on Wednesday, August 23. A number of hardwaremen are prominent in this association. They will journey to Oshawa where a day's fun, bowling and other sports will be engaged in.

DOMINION GLASS TO BUILD MILLION-DOLLAR PLANT?

Montreal.—It is being intimated that the Dominion Glass Co., Limited, will shortly undertake the construction of a large modern $1,000,000 plant in the vicinity of Montreal. At the present time the company is operating two smaller plants here. These will be scrapped when the new structure is ready for operation.

Besides the Montreal plants, the company has one at Radcliffe, Alta., near Medicine Hat, one at Hamilton, Ontario, one at Wallaceburg, and two at Toronto.

DANFORTH RETAILERS' PICNIC

In the neighborhood of 30,000 people attended the picnic of Danforth merchants, Toronto, Messrs. J. C. McFadden, Mathewson, Rossiter, Pritchard, Breeze, Bowes and other hardwaremen located on Danforth avenue were prominent in connection with the affair, the first named being vice-president of the association. Mr. McFadden arranged a hammer and nail race, donating prizes himself. Mr. Pritchard arranged a mechanics' race giving the prizes from his hardware stock.

HARDWAREMEN WILL HAVE BIG FLOAT IN LABOR DAY PARADE

While little is being said yet, Hardware and Metal learns from good authority that one of the best floats in the forthcoming Labor Day parade in Toronto will be that representing the Danforth Business Men's Association. A considerable sum of money has been donated by the hardware and other merchants in that district, and a definite effort will be made to show the rest of the city just how proud these merchants are of their community.

ALEX. McARTHUR & CO. SELL ROOFING AND PAPER MILLS

Montreal.—The old established business of Alex McArthur & Co., Ltd., has been acquired by the Barrett Company, which is controlled by the Allied Chemical Company with headquarters in New York.

The firm of Alex McArthur & Co. has had a successful career since its organization forty years ago by the late Alexander McArthur. After his death it was carried on by the late Lieut.-Col. Colin McArthur, who incorporated the present company in 1903 and at his death was succeeded as president and manager by D. J. Munn. The latter has disposed of his interests together with the other shareholders, and has resigned from office.

Besides the plant in Montreal, the firm operates a paper mill in Joliette. It was one of the pioneers in Canada in the manufacture of tarred felt roofing, building paper and sundry other related lines, and its annual output is considerable.

The Barrett Co. Ltd. is the successor of the former Paterson Mfg. Co., with warehouses throughout Canada. H. C. Bonney, vice-president and general manager of the Barrett Co. has now become the controlling officer of the McArthur Co. The two companies will be conducted separately as heretofore each retaining its own identity and separate organizations except certain changes in production to lower costs.

PICNIC

On Wednesday of this week the St. Clair Business Men's Association held a monster picnic to Grimsby Beach. Those in charge of the arangements were: M. A. Brillinger, W. M. Maltby, O. M. Johnson, H. V. Tomlin and George W. S. Shipman. Merchants in the St. Clair district and wholesale firms donated prizes of a combined value of over $500, to be awarded in a long list of athletic events and games. Jules Brazil was in charge of the entertainment on the boat going to Grimsby and returning.

Group of officials of the Dominion Board, Retail Merchants Association attending the annual convention at Halifax, N. S. E. M. Trowern, secretary, is on the left; J. A. Banfield, re-elected president, is in the centre; Henry Watters, treasurer, is second from the right in the front row, and Jack Wood, Swift Current, second vice-president, is on the extreme right; W. C. Miller, Ontario secretary, W. J. McCully and J. H. Curle, Winnipeg, are also seen in the group.

Western Canada Notes

C. C. Craig, of the C. C. Craig Company, Ltd., Winnipeg, is on a business trip to Port Arthur and Fort William.

F. W. McGuire, sales manager of Wood-Vallance Company, Ltd., Winnipeg, has returned from an enjoyable vacation.

D. Ackland, president of D. Ackland & Son, Ltd., with head office in Winnipeg, made a short visit to the Calgary branch of this firm.

The Hewer Hardware Co., Vancouver, will open a retail store on Twelfth Avenue, West, as soon as the building now under construction is completed.

H. R. McKim, of the Auto Specialties Mfg. Co., of Canada, Windsor, Ontario, spent a few days in Winnipeg with the Western representatives, Cadman & Co.

B. C.—Provincial registrations this week include the name of the Tiger Tire and Rubber Co., a $2,000,000 concern of Toronto. The provincial head office will be in Vancouver.

Geo. M. Christie, while on a fishing trip recently, had the misfortune to break some small bones of the ankle, which will keep him confined to bed for a week or ten days.

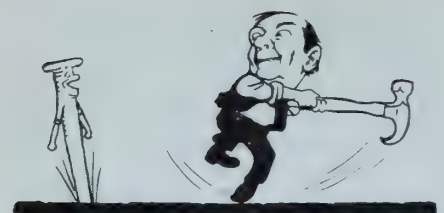
Dave Burnet of the J. H. Ashdown Hardware Company, Ltd., Winnipeg, who has been ill for several weeks having undergone a very serious operation, is back again at business.

Jas. Blue, Toronto representative of the Canada Paint Co., Ltd., is spending a holiday in Calgary. Mr. Blue is an old resident and filled responsible positions in both the retail and wholesale hardware field in Calgary over a period of years. He reports an enjoyable time renewing old hardware acquaintances.

Alderman W. R. Owen of Owen & McCallum, Main Street hardware dealers, Vancouver, was elected fourth vice-president of the Union of Canadian Municipalities at the annual convention in Winnipeg. Ald. Owen takes a keen interest in civic affairs and is chairman of the finance committee.

C. H. S. Bamford, sales manager of The J. H. Ashdown Hardware Co., Ltd., Winnipeg, gave an address on the subject of service, at a meeting of the Western publishers which was held at the Agricultural College recently in connection with their annual short course.

At the weekly luncheon of the Electric Club in Vancouver, C. C. Nash of Bradstreet's gave an address on the importance of propaganda in business. He deprecated the statement that business failures ran in periods of seven years and intimated that merchants were inclined to follow this system whether warranted or not, with the result that trade depression followed. J. Muirhead, provincial electrical inspector, spoke of his recent trip east, pointing out that the West had little to learn from the electrical methods of the east.



Hardware Hits

ONE FROM A TRAVELLER

A hardware traveller overheard this amusing dialogue in a small town the other day.

"Beg pardon, sir, but could you tell me if there is a man living in this hotel with one eye named John Hardy?"

"Maybe I could help you out. Do you know the name of his other eye?"

A CATCH SOMEWHERE

A retail hardwareman gives the following conversation which occurred between himself and a prospective employee:

Applicant: "And if I take the job, I am to get a raise in salary every year?"

Employer: "Yes, provided your work is satisfactory."

Applicant: "I thought there was some sort of a catch somewhere."

ONLY A PATROLMAN

A retailer whose love for courthouse romance is very strong tells the following occurrence in his home city.

Judge: "What had the defendant been drinking when you arrested him?"

Cop: "Whiskey, I think, Your Honor."

Judge: "You think? You think? Aren't you a judge?"

Cop: "No, Your Honor, only a patrolman."

A young fellow wrote to an Ontario firm who were selling razors at 50 cents each. This is the letter:

"Please send one of your razors, for which I enclose P. O. order for 50 cents.

"P. S.—I have forgotten to enclose the 50 cents, but no doubt a firm of your standing will send one."

The hardwareman was right on the job. Here's what he wrote:

"We beg to acknowledge your esteemed order, and have pleasure in sending the razor, which we trust you will like.

"P. S.—We have forgotten to enclose the razor, but no doubt a fellow with your cheek won't need one."

MISPLACED SYMPATHY

A wholesale hardwareman just returned from a trip abroad tells this one:—

A young lady was crossing the ocean and having been ill herself, started to sympathize with an Irishman in the second cabin, who apparently was having a very active time.

Laying her hand on the Irishman's shoulder she gently said:

"I am very sorry you are so ill, my good man. Your stomach is only weak, that's all."

"Wake stummick nawthin," answered the Irishman. "Oi'm throwin' it as fur as any man on this side of the ship, mum."

HARDWARE DECLINES 12 PER CENT,

(Continued from page 176)

per cent. to restore the former level of $1.00 in effect.

The firming up of quotations on bar iron and steel, sheets, plates and similar primary elements, has served as the foundation for strengthening current prices on many hardware products, and has also reflected advanced levels on other manufactured steel lines. The trend of quotations on many hardware goods follows more or less closely the developments in the steel industry, and this market is often used as a barometer of conditions in general.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

PALMETO PACKING

The Fraser Hardware Co., Ltd., Galt, Ont. —Can you give us the address of the makers of Palmeto packing?

Answer—Messrs. Greene, Tweed & Co., 109 Duane Street, New York City, U. S. A. The Canadian distributors are the Canadian Fairbanks-Morse Co., Toronto and Montreal.

SHOW CARD WRITING

Messrs. Dakin Bros., Digby, N. S.—Kindly advise us where we can obtain a book on show card writing and signs.

Answer—We discontinued the technical book dept. of our paper some time ago. There is a book called "Modern Show Card Lettering," published by the Thompson School of Lettering, Pontiac, Michigan, U. S. A.

RAYO LAMP GLASSES

W. Hanna & Co., Port Carling, Ont.—Will you advise us the manufacturers of the Rayo junior lamp glasses?

Answer—Messrs. Bradley & Hubbard, Meridan, Conn., U.S.A.

PRIMUS OIL STOVE

Prairie Hardwares, Ltd., Imperial, Sask. —Would you kindly advise us where we can procure repairs for Primus oil stoves?

Answer—Messrs. A. E. Lovett Co., 63 Park Place, New York City, U. S. A.

BREAD SLICERS

Edwin Chown & Son, wholesale hardware, Kingston, Ont.—Can you give us the name of any concern who manufactures a machine for slicing bread?

Answer—The International Business Machines Co. Ltd. Toronto; The Brantford Computing Scale Co., Brantford, Ont.; The Canada Scale & Slicer, Ltd., Brantford, Ont.; The Fletcher Mfg. Co., Toronto.

MONITOR SAD IRONS

Messrs. Fleurie Bros., Eganville, Ont.—Please let us know where we can get repairs for the Monitor gasoline sad iron.

Answer—E. W. Cadman, 245 McDermot Ave., Winnipeg, Man., is the special representative in Canada for the Monitor Sad Iron Co., of Big Prairie, Ohio.

STEEL SHAFT SPLICES

Messrs. J. F. Henderson, jobbers, Vancouver, B. C.—Can you supply us with the name of the manufacturer of steel shaft splices for repairing ends of broken buggy shafts?

Answer—The Brewer Kitchener Corporation of Cortland, New York, U. S. A.

GASOLINE COOK STOVES

A. E. Wrigglesworth, Shelbourne, Ont.—Please advise us the names of makers of gasoline cook stoves.

Answer—The Sheet Metal Products Co., of Canada, Ltd., River St., Toronto; The Thos. Davidson Mfg. Co., Montreal; The McClary Mfg. Co., London, Ont.; The Perfection Stove Co., Sarnia, Ont.

FOOTBALLS

Martin, Finlayson & Mather, Ltd., wholesale hardware, Vancouver, B. C.—Will you kindly give us the names of Canadian football manufacturers?

Answer—The A. J. Reach Co., Brantford, Ont.; The Western Leather Goods Co., Toronto, Ont.; Messrs. Winnett & Wellinger, Ltd., Toronto, Ont.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

CATALOGUES AND BOOKLETS

Channell, Limited, Toronto, have issued a folder inviting merchants to visit their booth at the Canadian National Exhibition in the Industrial Building.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of August 2, 1902:

Saturday, July 26, was a red letter day with the employes of the Canada Paint Co., Montreal. Seven carloads of merry-seekers pulled out of Bonaventure Station bound for Otterburn Park at St. Hilaire. The managing director, Robert Munro, was unable to accompany the excursionists, The St. Gabriel Independent Brass Band was engaged for the day. J. Campbell, of The Acme Can Works, acted as umpiro for the baseball match. H. W. Aird, treasurer of the company, also assisted as umpire.

No setlement of the coal strike in Pennsylvania and the Virginias yet appears in sight and the situation is showing increasing seriousness. In Canada the situation is scarcely less serious than it is in the U. S. Pig iron production is being curtailed and all industries using iron are feeling the shortage.

Jas. A. Stovel, one of the leading hardware merchants of Edmonton, Alta., states that the Edmonton district is filling up very rapidly with a splendid class of settlers and real estate values have increased materially.

F. S. Murdoch, representing Canada Paint Co. in the Lower Provinces, had the misfortune to meet with an accident, fracturing his leg a short time ago. He is once more "on deck" for business.

Jas. Carthern, well known wholesale hardwareman of Montreal, is a candidate for reappointment as representative of the Board of Trade on the Harbor Commission.

Work on the plant of the London Rolling Mills Co., London. Ont., has commenced and the new industry is expected to be in operation by November.

Emil C. Boeckh, of United Factories Ltd., has returned from a trip through Manitoba and the Northwest and reports prospects good.

The Toronto Branch of the Retail Merchants' Assn. held their annual moonlight excursion on August 13 on the Chippewa.

Lewis Bros. & Co. will shortly have the new entrance to their warehouse completed.

Markets at a Glance

CURRENT price changes on hardware goods continue to include both reductions and increases. This week easier levels appear on wood and felt weather strip, turpentine, the Shurley make of hand saws, certain medium-priced grades of ready roofing, the smaller models of Liquid Veneer mops, a general downward revision of approximately five per cent. on various lines of Yale products, including night latches, padlocks and list prices on mortise locks and trims, while cement is quoted slightly lower in carload lots only. Reduced window glass prices are noted on eastern markets, a decline of approximately six per cent. being announced for Fall glass trade. A discount of list less twenty is now quoted, but this change has not yet been generally adopted. Western centres also record a decline on heavy tee and heavy strap hinges, also screw hook and strap hinges. Copper wire in spools has been lowered in price.

The strength of the galvanized sheet market is marked by further increases in the middle west, while English imported sheets again register higher levels. Bar iron now reflects the higher production costs at primary markets, and domestic prices are advanced another ten cents per cwt., in most quarters. Linseed oil also firms up again this week, owing to the recovery in flax seed prices.

As outlined in Hardware and Metal a few weeks ago, the coal miners in Nova Scotia went on strike August 15, a factor which adds to the seriousness of the coal supply situation, especially from the viewpoint of industry in general and for hardware and steel producers in particular. Hopes of an early settlement in soft coal areas are considerably brighter, however, and the varied interests in hard coal fields are also discussing terms of settlement. The railway troubles are apparently on the increase, this condition serving to delay shipments from the south of imported products such as turpentine and other goods.

Recent upward price changes seem to have strengthened the confidence of the buyer to some extent, both manufacturers and distributors reporting that trade has shown no signs of slackening off owing to higher costs, but on the contrary current business is described as on the mend. Orders for Fall delivery are arriving in satisfactory proportion, while the volume of present turnover is good for this time of the year.

Montreal. Que.

MONTREAL, August 17th.—The outstanding price revision in the hardware markets this week is the reduction announced by certain manufacturers on asphalt roofing and shingles. The various weights of roofing in rolls are reduced fifteen cents per roll while shingles are twenty cents per square lower. Tarred felt prices show a decline of twenty-five cents per hundred lbs. Price revisions in a downward direction are also noted on the Universal line of bread mixers, and coal oil is lowered one cent per gallon. Higher prices are again quoted on all gauges of galvanized sheets, both in Queen's Head and other brands. The sheet markets remain very firm and the recent stronger tendency has brought a more uniform price basis among the various distributors. There is also a firm tone in bar iron and steel products and a further revision in prices in the near future would not be surprising.

STEADY TONE NOTED IN COMPRESSION GOODS

Montreal.

Current quotations on the various lines of valves and bibbs remain at unchanged discounts with the undertone of the market described as fairly firm owing to the steady tone of copper on primary metal markets. It is also noted that quotations on the finished products are on a steadier basis during recent weeks. A seasonal volume of business is being done, and future trade may have a deciding effect on the trend of these goods in later weeks, according to one manufacturer. The firmer tendency because of higher production costs may be offset to an extent when business becomes a little quieter. Prevailing discounts are the following:

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Basin cocks, compression	34%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins globe, angle, check and swing check	19%
Jenkins gate or straightway	25%
Jenkins iron body, globe and angle	15%
Jenkins iron body, gate	33%
N. P. "P" and "S" traps	40%

QUIETER PERIOD RECORDED IN SCRAP MATERIALS

Montreal.

Little change is recorded in scrap metals, a quieter period now becoming more evident from week to week. Although business among scrap dealers

usually shows a slackening during midsummer months, it has been fairly well maintained up until the beginning of the present month. Quotations on the various lines are nominally unchanged, with the tone of the market continuing fairly firm notwithstanding reduced activity. While it is stated by dealers that the effect of the coal strike has not been felt to any extent in the movement of scrap metals, it is recognized that this condition is assisting towards a stronger attitude in the market. Following are dealers' average buying prices:

WASTE MATERIALS—	
Automobile tires	0 50
Rubber shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11
Wrought iron R. rd., No. 1, per gr. ton	10 00
Malleable scrap (ton)	9 00 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	3 00
Boiler plate	8 00 9 00
No. 1 machinery cast	20 00 to 21 00

FIRM SITUATION CONTINUES IN WROUGHT PIPE

Montreal.

Manufacturers of wrought piping state that notwithstanding the firm tone in the steel industry generally, which is further strengthened by production difficulties through the coal and rail strike situation, no revision in prices is yet in sight. The undertone of this market is undoubtedly strong, but as pointed out by one manufacturer the coal situation has not yet seriously affected domestic production, and the attitude of waiting for further developments is taken. There is every reason to hope for an early settlement in the strike conditions in the south, and this will undoubtedly determine the trend of the market for future. Reports from American mills at present indicate that while demand for wrought pipe is not as active as in previous months, producers are still well supplied with orders and with a possibility of a curtailment in production, if an agreement is not reached, there is a stiffening tendency in the market. Domestic quotations are still contained in list No. 54.

FURTHER ADVANCE ON GALVANIZED SHEETS

Montreal.

Galvanized sheets continue on an upward trend, quotations being further advanced twenty-five cents per 100 lbs. on all gauges. This revision is announced by practically all distributors and the range in local prices is now considerably less. The English market for these products recently advanced and importers increased their price levels accordingly. It is stated that production costs have increased, one of the chief reasons being higher ruling prices of coal because of exports to this side.

An early improvement in the situation in the South is hoped for, but it is considered doubtful whether this will materially affect the local market while the more active demand for sheets is in evidence. Deliveries have been so far delayed that immediate increased production would still mean some time before shipments could reach this market in any quantity. The movement of galvanized sheets is a little slower and following are revised quotations:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 50
26 gauge	7 00	7 25
24 gauge	6 40	6 65
22 gauge	6 05	6 30
18—20 gauge	5 35	5 60
Other Brands—		
10¾ oz.	7 00	7 25
28 U. S. gauge	6 60	6 85
26 U. S. gauge	6 30	6 55
24 gauge	6 15	6 40
22 gauge	6 15	6 40
18—20 gauge	6 00	6 25
16 gauge	6 85	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

New Lower Prices Announced on Roofing

Certain Well Known Brands Reduced Fifteen Cents Per Roll—Slate Surfaced Shingles Twenty Cents Per Square Less—Steady to Firm Market Now Anticipated for Fall Trade

FOLLOWING a considerable amount of speculation regarding the probable trend of roofing prices for fall trade is the announcement by certain manufacturers that from August 15th reduced prices will be in effect. The reduction amounts to fifteen cents on all weights of roofing in rolls, and asphalt shingles are twenty cents per square lower. While in future these revised quotations will be quoted by some manufacturers, other producers state that up to the present no change has been made. Considering the trend of raw materials and present productive costs it is here claimed that lower prices are by no means warranted and there is every reason to believe that new prices will be only temporary.

Other manufacturers admit that the present revision is made in face of a firm undertone in the market. Apart from the present firm tendency in felt prices, there is also the increased cost of production through higher prices of fuel, which is further aggravated by the strike situation. As pointed out in a recent issue of Hardware and Metal, however, the increased efficiency of labor, allowing higher production, has played a prominent part in the industry and is considered the only factor allowing lower price levels at the present time.

In view of the above situation, and considering the attitude of some producers, it would appear that the market will present a firm attitude during the fall months. "We are taking the same action as we did at the close of last year, and in doing so we are convinced that roofing prices will remain steady to firm during the ensuing months," said a large manufacturer. Following are revised quotations of the Barrett line:

ROOFING—	Per roll
Ready roofing, 2 ply	1 70
Do., 3 ply	2 05
Everlastic, 1 ply	1 55
Do., 2 ply	1 90
Do., 3 ply	2 25
Panamoid, 1 ply	1 35
Do., 2 ply	1 70
Do., 3 ply	2 05
Tomahawk, 1 ply	1 25
Do., 2 ply	1 50
Do., 3 ply	1 85
Everlastic, red or green, mineral surface, 36 in wide, per sq.	2 65
Do., 18 in., wide	3 10
Everlastic Multi-Shingles, 4 shingles in one, per sq.	5 80

—F.O.B. Montreal.

ONE CENT REDUCTION IN COAL OIL PRICES

Montreal.

Following the recent reduction in gasoline prices, the quotation on coal oil is reduced one cent per Imperial gallon and is now quoted at 21 cents.

EASIER PRICE LEVELS ON UNIVERSAL BREAD MIXERS

Montreal.

A reduction of from eight to ten per cent is made on the Universal line of bread mixers. The No. 24 is now quoted at $3.00 each, and the No. 8 at $4.00 each.

LOWER PRICE GIVEN ON TARRED FELT

Montreal.

Tarred felt in all weights records a price decline of 25 cents per 100 lbs., and the quotation on 7, 10 and 16 oz. felt is $3.20 per 100 lbs.

HARVESTING STIMULATES ROPE AND BINDER TWINE SALES

Montreal.

An active movement of binder twine and a seasonal trade in rope lend a more encouraging aspect in the rope and cordage industry. Manufacturers state that binder twine demand throughout the country this season is even beyond earlier expectations and they are

still very busy meeting requirements. Crop conditions, with few exceptions, are excellent and this not only reflects in binder twine but has greatly stimulated rope sales. The more active season for the latter product is now well over, but with business assuming much greater proportions than last year, there is reason to believe that a good fall trade will be in evidence in later weeks. Dealer stocks are still reported at a low level because purchases, for the most part, were only made for spring and early summer needs. The general undertone of the market is said to be steady since the recent revision in both rope and hemp.

DEMAND FOR CORRUGATED SHEETS NOW SLACKENS

Montreal.

The call for corrugated sheets, although fair, is not as brisk as was experienced in previous weeks. Trade has been exceptionally good all season, in fact the continuation of a brisk demand after the warm weather set in was more or less of a surprise to many dealers. The prediction is now made by these same distributors that the present slackening will in all probability be of a temporary nature and the earlier fall trade will soon be in evidence. Quotations are unchanged, and prices are fairly steady with the exception of on heavier gauges where a certain amount of price shading is still being carried out. A repetition of the condition a few weeks ago however when the market generally became unsettled, can hardly be expected, it is claimed, in view of the present firmer position of flat galvanized sheets.

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

"WAIT AND SEE" ATTITUDE AMONG STEEL TRADE

Montreal.

With no general settlement reached in the coal strike, there is still the firm tendency in iron and steel products, with production in the industry handicapped. Domestic producers are considering future coal supply and meanwhile quantities of Welsh coal are reported as having reached this port. From present indications a further advance in bar prices seems altogether likely, it being pointed out that other western domestic markets recorded higher prices two weeks ago while up to the present no corresponding revision has been made locally.

In discussing the situation from a buyer's point of view it is stated that distribution is continuing quite favorably, the demand beng seasonably quiet. Distributors also appear satisfied to await further developments as production is quite ample to meet present requirements. Although a higher market seems likely, action on the part of buyers to get under cover has been, and is now slow. Present quotations are the following:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

FIRM SITUATION IN LEAD AND ZINC GOODS

Montreal.

Current quotations on lead and zinc products are unchanged since the recent revision in lead sheets. Manufacturers state that while metals on primary markets, for the most part, have recently shown a tendency to slacken from their former upward trend, there is no indication of weakness in the market, and a fair amount of strength is still contributed to the undertone of finished products. Trade is now said to be seasonal, reflecting the usual summer dullness. Unchanged price levels are as follows:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

ASBESTOS MARKET RECORDS STEADIER SITUATION

Montreal.

No change is made in quotations on the various asbestos products, and the market is reported as steady to firm. The call for these lines continues in proportion to the brisk seasonal demand for building materials generally, and this factor also assists in maintaining a firmer market tone. Discount levels are as follows:

ASBESTOS PRODUCTS—	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	60%
85% magnesia	45%
Boiler covering	$1.50 per bag
Asbestos sheathing	7 50 per 100 lbs.

SLIGHTLY FIRMER TONE IN PIPE FITTINGS

Montreal.

Quotations on pipe fittings are unchanged with the undertone of the market said to be a little firmer, the stiffening tendency in the steel industry generally being reflected on these products to an extent. Current demand is quite seasonable, supplies being required for construction work. Following are present discounts:

PIPE FITTINGS—	
Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do, long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70-5 per cent.

QUIETER PERIOD IN INGOT METAL MARKETS

Montreal.

Ingot metals have been rather dull during the past week, the buying demand somewhat less no doubt owing to immediate needs having been covered. This is not unusual at this season of the year and if labour conditions improve in the U. S. A., and Europe is able to tide over the present crisis, a general improvement is looked for.

TIN.—This market is quiet with the undertone firm and buyers appear chary about selling for forward delivery. While statistics hardly warrant any great advance there is a feeling that an effort is being made to boost prices. Demand continues only fair with stocks quite sufficient. Local price is slightly higher at 36½ cents.

COPPER.—Copper shows little change with prices about the same and demand fairly good. Export business remains at a good level and Germany thus far seems to have been able to finance her copper purchases. If the coal strike is settled soon it is considered probable that higher prices will be seen. The local market is quiet at 17¾ cents for electro and 16¾ cents for casting.

SPELTER—As usual after a sharp rise, the market has eased off and the future trend is said to depend on how much production is increased. July statistics do not show as big a decrease in stocks as expected. If England should start buying on this side it wo" doubtless mean higher prices but this at the moment seems uncertain. Locally the market is quiet at 8¾ cents

LEAD.—This metal is unchanged in the U. S. A. although London is slightly lower. Supplies are still none too great and higher prices ruling later in the month would not be surprising. Quotation is unchanged at 7 cents.

ANTIMONY.—Little or no change is recorded in this metal and Chinese is still quoted at 6½ cents, high grade English at 7½ cents.

ALUMINUM.—A dull market continues on aluminum with no new features in the undertone. Quotation remains at 24 cents.

Toronto, Ont.

TORONTO, August 17.—Developments on the current hardware markets continue to offer a variety of price changes, including both advances and declines. This week reductions are recorded on some lines of Yale night latches and certain numbers of padlocks, while there has been a recession on certain medium-priced grades of ready roofings. The smaller models of Liquid Veneer mops are lower in price, and quotations on cement in carload lots appear with a small reduction. On the other hand, bar iron records another advance of ten cents per cwt., as outlined in recent issues, and an upward tendency is also registered on canvas and cotton gloves. A revision is made in Canada plate prices for Fall trade, and owing to the developments in steel production circles, boiler tubes now appear with a stronger primary tone. Domestic quotations on these products, however, remain nominal. It is reported that there is a scarcity of raw material for piping, and quotations are relatively stronger, although no changes are announced. There have been fractional declines in prices on ingot metals in primary markets, but local levels remain steady.

READY ROOFINGS DECLINE TEN CENTS PER SQUARE

Toronto.

There has been a reduction of ten cents per square on medium priced grades of ready roofing. The best qualities have not yet been changed. New quotations on Comet and Waverley brands follow:

COMET—
1-ply, $1.30; 2-ply, $1.70; 3-ply, $2.10.
WAVERLEY—
1-ply, $1.55; 2-ply, $2.00; 3-ply, $2.40.

HIGHER PRICE LEVELS ON COTTON GLOVES

Toronto.

Canvas and jersey cotton gloves are now somewhat higher in price. In gross lots, the new quotation is $15.00, while in dozen lots the revised level is $1.30 doz. No. 92K, knitted wrists is priced at $1.55 doz., and No. 77K, at $2.40 per dozen.

LIQUID VENEER MOPS AT REDUCED PRICES

Toronto.

A reduction has been made in prices on the "Victory" type of Liquid Veneer mops, the new lower quotation being $10.00 per dozen. No change is announced with regard to the larger model, known at the "Champion."

BAR IRON PRODUCTS FIRM UP TEN CENTS

Toronto.

As outlined in recent reports covering the local steel market, bar iron prices have now firmed up another ten cents per cwt., thus bringing the ruling base to $3.25. Bars, angles, tees and hoops are all registered at advanced levels, the movement to higher quotations being generally attributed to developments in primary steel markets, where mills have announced a further increase consequent upon the effects of the rail and coal strikes. These unsettled labor conditions are reported to be exercising a strangle hold upon the steel industry in certain quarters, due to the difficulty of transporting fuel, as well as the products of the mills, and the consequent shut down on numerous furnaces. Under the prevailing situation, a strong market is anticipated for the ensuing weeks, it being pointed out that even with the early settlement of the coal strike, conditions in primary centres could not be materially improved for several weeks. It is confidently stated in certain distributing channels that this move to higher prices on bar products would probably have developed previously but for the usual quiet mid-summer period. Following are average local quotations:

IRON AND STEEL—

Mi'd steel bars, base	3 25
Mild steel bands 3-16 in. base	3 75
Bar iron, base	3 25
Angle iron, base	3 35
Horse shoe iron	3 85
Tire steel	3 45
Spring steel	7 00 8 00
Sleigh shoe steel	3 25
Cold drawn steel	4 50
Hoop steel	4 50
Norway iron	12 50
Toe cau'k iron	4 10
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

NEW LIST PRICES ON YALE LOCK PRODUCTS

Toronto.

The Yale and Towne Manufacturing Co. have announced various changes in the list prices on certain of their products in locks and similar lines. The discounts applying to these revised prices remain unchanged. The new quotations have been made effectiive, from August 1, showing an average reduction of five per cent. A general revision has been made in list prices on builders' locks and trims, while padlocks, night rim latches and dead locks all have new levels. Some revisions have also been made on certain numbers of mortise night latches and dead locks.

CEMENT FIVE CENTS LOWER IN CAR LOTS

Toronto.

A slight reduction in cement prices is now in effect locally, the extent of the decline being five cents per barrel in car load lots. This change brings the current price to $3.70. No recession has been announced on less car lots, the previous levels remaining unchanged. Current trade is described as fair for this season of the year, purchases being mainly in smaller quantities. Following are local quotations:

CEMENT—Carload Lots—

Per barrel	3 70
Less Carload Lots—	
Per barrel, f.o.b. yard	4 40
Per barrel, delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

NEW CANADA PLATE PRICES FOR FALL

Toronto.

Some slight changes have been announced in quotations on Canada plates. This revision places these products on a more uniform level for the new season's business and a steady market is recorded. Bookings for fall delivery are described as coming along nicely and a brisk demand is generally anticipated, the canning industry being especially active. Following are current local quotations:

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oi ed, boxes, 52's	5 20
Do., Do., 60's	5 30
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

SCARCITY OF RAW MATERIAL FOR PIPING

Toronto.

The market situation in wrought piping is attracting special attention in view of the effects of the southern strike conditions on the supply of raw material. With pig iron and other basic elements higher in price and more difficult to procure, there has developed a scarcity in some smaller sizes of pipe in certain quarters. Manufacturers state that the domestic situation has been well provided for, mills having been operating to capacity for some time past, thus providing stocks for the present requirements. A brisk demand for piping is still evident and the undertone is described as healthy, additional strength being noted through the speculation regarding the duration of the southern coal and rail labor difficulties. Primary centres record an upward tendency, with a shortage destined to gradually become more acute on both southern and domestic markets unless a settlement of the two strikes is reached in the near future. Current prices remain unchanged at list No. 54.

MARKET STRENGTH NOTED IN CORRUGATED SHEETS

Toronto.

Due to the brisk call for flat galvanized sheets and the combined effects of southern rail and coal strike condi-

tions, a marked degree of strength is evident in the primary market for corrugated sheets. No change in quotations has been announced, but it is stated that the prices on the lighter gauges are considerably firmer, while the effects of this improvement is also noted on heavier gauges, but not to the same extent as the call for the latter products is moderate. Compared with previous records, it is pointed out that the current degree of activity in corrugated sheets is very satisfactory. With building activities continuing well into the Fall season, a correspondingly brisk movement is looked for.

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50
Less 10 per cent.	

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

STEADIER PRICE LEVEL ON PIPE FITTINGS

Toronto.

A much steadier level is evident in the market for pipe fittings, these products reflecting to some extent the strength of the steel supply situation, combined with a seasonable demand. Trade in pipe fittings is generally described as registering a gradual improvement, with current business at a brisk stage owing to the heavy requirements of the varied construction activities. Distributors state that stocks are moving well, with the uncertainty regarding the raw materials, reflecting additional strength to the undertone. Following are prevailing quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, mall.	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	60%
Do., 4½ in. and larger	50%
Do., long, ⅛ in. to 4 in.	65%
Do., 4½ inch and larger	55%
Do., running thread	40%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922. Discounts 70 and 5 per cent.

UPWARD TENDENCY IN BOILER TUBE PRICES

Toronto.

The latent strength of the steel industry is now being reflected in boiler tubes, and as pointed out in recent market reports, prices on these tubular goods are now on a noticeably firmer basis. Boiler tube quotations have been advanced on primary centres to the extent of approximately five per cent., this change affecting both seamless and lapweld. It is expected that this revision will be reflected on domestic levels in the near future, but up to the present, local warehouses have not followed this advance, the appended list represents the average prices in effect on the current market:

BOILER TUBES—

	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	20 00	....
1½ inch	20 00	....
1¾ inch	21 50	....
2 inch	20 00	16 00
2¼ inch	22 00	19 00
2½ inch	23 00	20 00
3 inch	27 00	24 00
3¼ inch	32 00	28 00
4 inch	41 00	35 00

LEAD GOODS REFLECT FIRM PRIMARY MARKET

Toronto.

The firmer tone evident in products closely related to the primary markets is still noted especially in lead and zinc goods, quotations remaining at a firm level in view of the upward trend in virgin metals. No further price developments have been recorded, but the recent higher basis on lead sheets, traps and bonds and lead pipe has been confirmed by the later improvement in primary centres. Current trade is reported good, at the following quotations:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.		0 13
Lead Waste, pipe, list, per lb.		0 14
Do., over 8 in., list per lb.		0 15
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb		0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		0 22½
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

GOOD SEASON FOR SOIL PIPE AND FITTINGS

Toronto.

Quotations on soil pipe and fittings continue at the revised levels recently effective, and current business in these products is described as exceptionally brisk. The good demand experienced during the season for soil pipe shows signs of keeping up in fairly satisfactory proportion, owing to the requirements of building interests. Distributors state that the present season has been far ahead of last year, while manufacturers point to the fact that the rising cost of raw materials resulting in higher quotations on the finished goods has renewed confidence in this market. Following are prevailing discounts:

SOIL PIPE—

2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net

FITTINGS—

2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

BETTER TRADE EVIDENT IN COMPRESSION GOODS

Toronto.

Trade in brass compression goods is gaining in volume as the building season progresses. Many dwellings and other construction work are now at the stage where these products are required. and both manufacturers and distributors report that a marked improvement is evident in the volume of sales. Prices are generally unchanged, a steadier tone having developed in the primary materials, with this trend being more or less reflected in quotations on the finished goods. Following are current discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

STRONG MARKET FOR GALVANIZED SHEETS

Toronto.

The brisk call for galvanized sheets experienced throughout the season and particularly during recent weeks is still reported from local warehouses. The current call for black sheets, however, is described as dull. Quotations on galvanized are unchanged, but the market remains strong with existing price levels firm. Some premiums are stated to have been paid for early delivery, shipments from the south being considerably delayed and domestic sheet producers experiencing a heavy call for the galvanized products. Following are current price levels:

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
14 gauge	4 10
16 gauge	4 15

BLACK SHEETS—

18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c per 100 lbs. is made for **less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.**

GALVANIZED—

	Queen's Hd.
28 gauge	7 50
26 gauge	7 25
24 gauge	6 65
22 gauge	6 30
18 and 20 gauge	6 10

	Premier	Apollo
10¾ oz.	6 75	7 30
U. S. 28 base	6 35	6 90
U. S. 26 base	6 05	6 60
22 and 24	5 90	6 45
18 and 20	5 75	6 30
16	5 60	6 15
12 and 14	5 45	6 00

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown is 20c. per 100 pounds.

DEMAND FOR TROUGH AND PIPE KEEPING UP

Toronto.

An exceptional brisk demand for eavestrough and conductor pipe for this time of the year is generally reported by manufacturers and distributors. It is pointed out that the call for these

products usually subsides during the mid-summer period to recover heavier proportions again during the fall session. This season, however, the movement has kept up remarkably well, this being attributed to the steady requirements of building interests. Quotations remain unchanged, with the firm undertone outlined in recent market reports still being apparent. Galvanized prices are considered strong, and the developments in the primary steel centres reflect to a greater or less extent on the market strength of practically all finished products. Unchanged quotations follow:

TROUGH (Eave)—
O. G. SQUARE BEAD—

Per 100 ft.		Per. 100 ft.
8 inch $15 90	15 inch.....$28 80	
10 inch 17 70	18 inch..... 36 80	
12 inch 21 20		

O. G. ROUND AND HALF ROUND—

8 inch 16 90	15 inch..... 29 80	
10 inch 18 70	18 inch..... 37 80	
12 inch 22 20		

Less 70 and 10 per cent.

PIPE (Conductor)
Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 50
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list.....	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—
Plain round or round corrugated:

2 inch, list... ... ...$	5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

EXPECTED REACTION IN SOME INGOT METALS

COPPER.—There is fair buying of copper by domestic consumers and the tone of the market remains firm. Primary centres also record trade as satisfactory and a steady tone is evident. It is reported that manufacturers of copper and brass goods have been in the market. Local quotations continue at the recent higher level of 17½ cents.

TIN.—The local tin market is described as in an idle condition, but prices have not changed materially. Primary centres are slightly easier in tone, London having declined. In view of the lack of trading, a reaction was more or less looked for. Local prices continue to hover between 36 and 36½ cents.

LEAD.—This market remains strong and active, with white lead interests having been large buyers, and other lines such as ammunition, cable and storage battery, are also showing activity. The strikes have had less effect on the current demand for lead than on other metals in the non-ferrous group. The local quotation remains at the recent higher level of $7.50.

SPELTER.—The current demand for zinc is slackening, the market being somewhat dull and the undertone easier. With the serious curtailment of operations at many of the steel mills owing to fuel shortage, the falling off in spelter requirements is not surprising, in spite of the hopeful views of an early adjustment and the estimated good outlook for fall consumption of this metal. Local prices are steady at $8.25.

London, Ont.

LONDON, August 17.—Current reports indicate that the hardware business in this district is seasonably good and compares very favorably with the records of this time last year. Merchants are cleaning out summer lines, and fall goods are now being displayed. The number of price changes is again light this week, chiefly affecting weather strip and the Shurley make of hand saws.

TEN PER CENT. DECLINE ON WEATHER STRIP

London, Ont.

Quotations on wood and felt weather strip are now around ten per cent. lower for fall business. Following are revised levels.

WEATHER STRIP—
List— No. 60, 5c. ft. No. 61, 5 cts. ft. No. 61½, 7 cts. ft. No. 64, 10 cts. ft.
Less 50, 5 per cent.

LOWER PRICES ON SHURLEY HAND SAWS

London, Ont.

New prices are now in effect on the T. F. Shurley make of hand saws, these revised quotations showing a reduction of approximately twenty per cent. New prices on one of the best selling lines follow:

SHURLEY HAND SAWS—
No. 3 x 18", $19.00 doz. No. 3 x 20", $21.00 doz. No. 3 x 22", 23.00 doz. No. 3 x 24" $25.00 doz. No. 3 x 26", $26.90 doz.

STRONGER FLAX SEED MARKET AFFECTS OIL

London, Ont.

Linseed oil is enjoying a good seasonal sale at present. The flax seed market has strengthened again and local prices remain unchanged at the following levels:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

FAIR SEASONAL SALE NOTED IN TURPENTINE

London, Ont.

There is a fair sale at present for turpentine, but stocks continue in a fairly low state and no change has been made in current quotations. The prevailing prices follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots ... ...$	1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

MODERATE CALL FOR SCREEN WIRE CLOTH

London, Ont.

A fair sale is at present recorded for screen doors and windows, and also screen wire cloth. The season's quotations on these goods remain unchanged.

SCREEN WIRE CLOTH—
Painted Black $3.00 per 100 sq. feet.
Galvanized, $3.60 per 100 sq. ft.
Bronze $10.00 per 100 sq. ft.

IMPROVED CONDITION IN WINDOW GLASS MARKET

London, Ont.

A better movement of window glass is now generally reported at the new lower levels which were announced last week.

WINDOW GLASS—
Single and Double Diamond up to 25 cases, list less 10 per cent; over 25 cases, list less 15 per cent.

APPLE PARERS RECORD SEASONAL MOVEMENT

London, Ont.

Apple parers are also experiencing a good seasonal movement. The Hudson line is selling at the recently revised level of $14.85 per dozen.

SEASONAL CALL FOR POTATO BASKETS

London, Ont.

Dealers report that baskets for potatoes, roots, etc., are now experiencing a fair seasonal sale. Current quotations on these goods follow:

BASKETS—
Iron Bound Splint—
1 bushel, $8.00 doz.; 1½ bushel, $9.50 doz.
Wire—
½ bushel, $12.90 doz; 1 bushel, $16.00 doz.; 1½ bushel, $24.00 doz.

GOOD MOVEMENT OF WHITE LEAD IN OIL

London, Ont.

There is a good movement of white lead in oil, the seasonal activity in this product continuing. Prices are firm and unchanged at the levels which were recently made effective.

SPRAYERS NOW POPULAR

London, Ont.

There has also been a good movement of sprayers during the last few weeks. Quotations on these products follow:

EUREKA SPRAYERS—
No. 112, Tin, $5.50 doz.; No. 113, Glass Jar, $8.00 doz.; No. 114, Glass Jar, $9.00 doz.; No. 115, Tin Continuous, $10.00 doz.; No. 116, Galvd. Continuous, $10.50 doz.; No. 110 Galvd Compressed Air, $7.00 each; No. 111 Brass, Compressed Air, $10.00 each.

BOOKING PRICES ON HAND SLEIGHS FOR FALL

London, Ont.

Booking prices announced on hand sleighs for fall shipment are the same as prevailed last season. The Canadian Buffalo Sled line remains at list less 35 per cent.

NOW TAKING FALL ORDERS FOR SNOW SHOVELS

London, Ont.

Orders for fall delivery of snow shovels are now being taken. Prices on these products are at the following levels:

SNOW SHOVELS—
Prince Long Handle or No. 20, $5.75 doz.; Prince D Handle or No. 20, $7.00 doz.; King D Handle or No. 40, $7.80 doz.; Moose D Handle or No. 50, $9.60 doz.
Furnace Scoops, Long and D Handle, $5.75 doz.

GOOD SALE NOTED FOR HARVEST TOOLS

London, Ont.

This has been a good season for the sale of hay forks, hoes, scythes, snaths and harvest tools generally. Prices continue unchanged at list less 60 per cent.

Winnipeg, Man.

WINNIPEG, August 17.—Cutting is now general throughout the Prairie Provinces and it is expected that the crop, in many districts, will exceed that of 1915. Conditions in the hardware trade at present indicate that buying remains on a hand to mouth basis. In spite of the resumption of building activities due to the favorable crop conditions, wholesalers report that there is a strong tendency to withhold from placing orders. It is estimated that this factor will likely cause a certain amount of congestion, unless estimated Fall requirements rapidly increase in the near future.

DECLINE IN HEAVY STRAP AND TEE HINGES

Winnipeg.

There has been a decline in prices on heavy tee and and heavy strap hinges as well as screw hook and strap hinges. New quotations are as follows:

Heavy Tee Hinges in Cartons—4 in., $2.30; 5 in. $2.70; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in. $9.10.

Heavy Strap Hinges in Cartons—6 in, $335; 8 in., $4.85.

Heavy Strap Hinges bulk—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in, $714 14 in., $8.30.

WIRE NAILS CONTINUE IN GOOD DEMAND

Winnipeg.

There is a good demand for wire nails at the base of $4.60 as the increased building activity is causing a better demand for this line. Cut nails are quoted at $6.75 but there are very few selling as the West show more favor for wire nails.

DISSTON SAWS NOW AT REDUCED PRICES

Winnipeg.

New quotations are given on the Henry Disston line of hand saws. The new quotation is approximately a reduction of 20 to 25 per cent. on the various sizes and grades. Following are present net prices on some of the best selling lines:

DISSTON SAWS—

D 8 x 18, $24.85 per doz. D, 8 x 20, $27.40—D 8 x22 $29.40. D 8 x 24, $31.50. D 8 x 26R, $32.80.

No. 12 x 20, $33.70 per doz. No. 12 x 26, $42.000 per doz. No. 12 x 26 R, $46.60.

SEASONABLE DEMAND FOR CEMENT PRICES UNCHANGED

Winnipeg.

Current quotations are unchanged on cement with trade continuing in seasonable proportions. With the activity shown in building dealers anticipate a good movement during the fall months.

COPPER WIRE ON SPOOLS DECLINES IN PRICE

Winnipeg.

There has been a decline of two cents per spool on copper wire. No. 8 to 10 is quoted at 28 cents. 10 to 14—29 cents, No. 16—30 cents and No. 18—31 cents.

MARKED PRICE ADVANCE ON GALVANIZED SHEETS

Winnipeg.

An advance of thirty cents per hundred pounds is recorded on galvanized sheets. These products now are in good demand and the curtailment in production has caused a scarcity of these products. New quotations are as follows:

GALVANIZED SHEETS—

16 gauge, $6.70; 18 gauge, $6.90; 20 gauge, $6.90; 22 Gauge, $7.05, 24 Gauge, $7.05; 26 Gauge, $7.20; 28 Gauge, $7.50 to $7.80; 10¾ oz. x 30, $7.90; 10¾ oz. x 36, $8.20.

GOOD BOOKING OF RANGES AND HEATING STOVES

Winnipeg.

With range and stove season near at hand retailers are booking more freely for these lines. Indications point to an active trade for this line as with the returns from the harvest, consumers who have been doing without many of these necessities will be buying more of these lines.

CANADA PLATE AT HIGHER PRICE LEVELS

Winnipeg.

Canada plates have advanced 25 cents per box and new quotations are as follows:

18 x 21, per box blued, $6.50; 18 x 24, $6.50; 20 x 28, $6.50.

NO CHANGE RECORDED ON COMPRESSION GOODS

Winnipeg.

With the undertone of the market for various lines of brass valves and bibbs continuing firm there is no change made in local prices. Due to the activity in building circles business is reported good for these lines.

REVISED PRICES ON PUTTY

Winnipeg.

There has been an advance in putty prices. One and one and a half pound tins are quoted at 16 cents per lb. Hundred pound irons is quoted at $6.00.

LINSEED OIL PRICE AGAIN FLUCTUATES

Winnipeg.

Southern markets have shown an easier undertone and consequently there has been a decline in local prices. Raw linseed oil is quoted at $1.16 per gallon with boiled at $1.19.

SPIRITS OF TURPENTINE STILL RULING STEADY

Winnipeg.

The southern markets are reported steady under a seasonable demand. Locally the movement is reported fair with quotations of $1.85 per gallon unchanged.

IMPROVED DEMAND FOR AMMUNITION AND GUNS

Winnipeg.

The fall duck shooting season is rapidly advancing and an improvement for guns and ammunition is reported by the trade.

THRESHER SUPPLIES MEET WITH SEASONABLE DEMAND

Winnipeg.

The bountiful harvest has caused a heavy demand for harvest supplies such as oils, greases, grease cups, oilers, fittings, belting, packing, leather lacing, waste and other sundry lines. Wholesalers' stocks of these lines are in small compass and retailers are getting their orders in early as further requirements are needed.

Vancouver, B.C.

Builders' Hardware Advanced 20 Per Cent: Big Outward Movement of Zinc and Lead.

VANCOUVER, B. C.—With the end of August approaching, dealers in hardware lines, particularly in the interior of the province, are beginning to make enquiries as to heating appliances for the fall and winter trade. Business on the coast is of average proportions for the season of the year but the trade is fairly optimistic as to the future. Money is coming in perhaps a little better than usual, although the four weeks' horse racing at Brighouse and Hastings Park is being blamed for some tardiness in collections. The camping season is also on but with the end of the month, good business is anticipated. One of the main reasons for optimism is due to the fact that building is keeping up both in Vancouver and surrounding districts and there is a steady influx of people from the east. Comparatively few houses are vacant. The building programme has meant good business for the retailer in all lines of household hardware.

Logging Operations Increase

Rain during the last couple of days has resulted in the dying out of many forest fires with the result that logging hands will now be free to carry on their operations which in turn, will mean business for the distributors. It is the first rain, with the exception of a slight drizzle last Sunday, which Vancouver and the coast district has had for seventy-five days.

The trade has been advised by American manufacturers that several lines of building hardware have been listed up twenty per cent.

As above noted, the stove trade is opening up a little and sales are being put on. For instance a combination gas and coal range is being offered this week at $185 in place of the usual $225 figure while another is made a special at $72.50. Other ranges are going at $59.50 and $62.50 for the sixteen and eighteen inch oven, respectively. A gas range is $10 cheaper at $52.50 and a high oven coal range is marked down from $149.50 to $119.50. An electric range is selling at $95 instead of the usual $125. Other bargains include an electric washing machine at $110, a reduction of $15 from the usual list, and refrigerators which are off about thirty per cent.

Movement of Zinc and Lead

One of the outstanding features of the metal trade is the outward movement of zinc and lead which has developed during the last year to surprising proportions so that the demand at present is almost greater than the supply. At the end of the war, provincial government officials estimated a tonnage of 20,000 lead and zinc for which there was no market owing to price conditions based upon irregular foreign currency rates. About a year ago Japan commenced to buy and after that country had begun taking these metals in good quantities, Europe again entered the market. The result is that nearly every Oriental boat takes a shipment, the total of which is about 1,200 tons a month. About a third of this amount goes to Europe in addition. The production at the Trail Smelter is 90 tons of zinc and 150 tons of lead daily, but the home consumption is large.

Calgary,

CALGARY, Alta.—Alberta has been favored with a week of splendid crop weather. Some showers; bright sunshine, and an absence of hot winds have made ideal conditions for filling and ripening, and will be beneficial to both the average and the grade. The Dominion Government estimate of July 31st for Alberta was 70,000,000 bushels of wheat as against a yield of 53,000,000 bushels for 1921. Corresponding increases are noted in the other cereals. The estimates are nearly always conservative, and this, with the splendid conditions prevailing since the report was compiled should indicate a final yield that will go far towards bringing conditions back to normal. The increase is all from Calgary south to the border with the Lethbridge district probably the most favored.

A settlement has not yet been reached in the local coal strike. There has been very little coal brought to the surface since April 1st and supplies are non-existent, and the condition one that demands instant action. It is reported the provincial government have become a party to the negotiations and a good deal of confidence is felt in their ability to effect a compromise. Several thousand miners in receipt of full time pay roll throughout the fall and winter months will make for a needed increase in business in the coal centres and will be reflected throughout the province.

Auto Accessories Moving Well

Automobile accessory houses report a nice increase in business since August 1st. Deferred needs due in part to disinclination to buy are now in evidence. Tractors have to be put into shape; the holiday season brings its demands, and the shooting season, when the automobile is almost as necessary as the gun, is just ahead of us.

Jobbers are now shipping booked orders for loaded shells. This province is a big consumer of shot gun ammunition and this line will take the leading place in displays and advertising for the opening of the shooting season on September 1st. Stocks carried over by the retailer are small, and the booked orders very satisfactory, but show evidence of careful buying and an inclination to sort as the season advances. Prices are still very much over pre-war levels and the feeling is that any revision must be downward and the merchant is not taking many chances on carrying stock over.

Reduction in Linseed Oil

The most important items noticed in the changes seem to bear out rumors of advances in the heavier commodities due to shortage of coal and coke. The buying public are a bit touchy on this matter of advancing prices. The experience of the war years is still very vivid in memory and anything like a general soaring of prices is very liable to postpone a much to be desired period of freer buying.

A further reduction in linseed oil is in effect this week, and quotations now are $1.20 for raw and $1.23 for boiled. This represents a rather unexpected decline of seven cents a gallon. Oil for present needs is fairly active but buyers show no disposition to speculate.

Jobbers have received advanced quotations on soil pipe and fittings and an adjustment in price to new levels approximately ten per cent. higher is due any day. Advances that go to make higher building costs are very noticeably not in favor, and it is to be hoped that manufacturing conditions will return to normal before a large list of building materials is affected.

Galvanized Sheets Advance

After a steady market for some months local quotations show an advance on galvanized sheets of 30 cents per 100 lbs. The trade report the demand quite active for small amounts and stocks generally low. Present prices Calgary, Edmonton and Lethbridge follow:

10¾ oz., 8.90; 28 ga, 8.50; 26 ga, 8.20; 24 ga, 8.05; 22 ga, 8.05; 20 ga, 7.90; 18 ga, 7.90; 16 ga, 7.75.

Canada plate is quoted 25 cents per box higher than last week and blued is now 7.65 for 18 x 21 and 18 x 24 and 7.90 for 20 x 28 at Calgary, Edmonton and Lethbridge.

The manufacturers' decline on Disston saws is now in effect with local jobbers and show a reduction from recent high levels. D120 x 26 are now 58.10 per doz. D12 x 26, 42.70. D8 x 26, 33.50.

Reductions to following levels are noted on differential blocks. ½ ton, 12.30. 1 ton, 16.85. 1½ ton, 23.30. 2 ton, 36.25.

Sleigh Bells Lower

Prices are out for sleigh bells for the winter trade and a casual check of open bells show declines of about 20 per cent.

Slight changes are noted in local prices on Crescent wrenches: a late quotation reading as follows: 4 in., 8.55; 6 in., 8.60; 8 in., 10.75; 10 in., 13.50; 12 in., 20.35.

Conditions in the boiler and radiation business seem to reflect a certain unsettled state. Reports are that prices are being shaded depending upon the job and that contracts are getting the benefit of the unrest. The condition is local and a return to market prices can be expected any time.

Hamilton, Ont.

HAMILTON, August 17. — The movement of hardware in this territory is doing more than holding its own, if comparison is made with the month of July, and also last year's record. The trade is apparently keeping close watch on the railroad and coal labor situations, possibly with a view of determining the proper time to cover future hardware requirements in the event of these problems not being settled satisfactorily in the near future

There is little that has an exceptionally strong demand in the wholesale hardware field this month, it being noted that buying is mainly of a pick-up or fill-in nature. However, it is generally reported that there is considerable future business being placed for fall delivery. One wholesaler points out that the spring season was comparatively late in getting started and the demand was consequently spread out over more than the usual amount of time, which has kept up the good volume of sales beyond the customary quiet period

Things are apparently moving along in a more satisfactory manner in the window glass market. Incoming orders for fall delivery have been in good proportion, and jobbing salesmen report that the impression they get while on the road is that retail stocks, generally speaking, are badly broken, this condi-

tion being attributed to the larger requirements of the building trade which have been evident this season.

Building in this and surrounding districts is continuing strong and this has had a good effect upon sales of building hardware and interior finishings. There are considered to be many definite signs of improving conditions throughout the trade and an active degree of fall business in seasonal hardware commodities should be experienced providing the combined effect of the coal and railway strikes is not too serious.

Construction activity also reflects on numerous hardware lines including builders' hardware, tools, cement, eavestrough, conductor pipe, metal lath, corrugated sheets, soil pipe and similar goods. A steady call has been experienced throughout the current season, with prospects for an active period still ahead.

The steel industry is feeling the greater pressure of strike conditions in primary centres. Galvanized sheets are still on a very firm price basis, while it is expected that bar iron quotations will likely firm up to higher levels under the existing pressure, the general trend of prices still being in an upward direction. The steel industry as a whole is awaiting developments in strike conditions, but meanwhile continues to function in spite of these handicaps. A new impulse is said to be needed to re-awaken buying interest during the quiet summer period, chief attention at present attaching to when a settlement of coal and rail troubles will be effected.

St. John, N.B.

Business Barometers Reveal Recent Increase In Trade In Maritimes; Some Price Revisions

ST. JOHN, N. B.—One of the best business barometers is considered to be the telephone and telegraph, and if this is the case, the last month shows a considerable increase in business throughout the Maritime Provinces. The local telephone and telegraph offices show an encouraging increase in the number of calls and messages, over and above the number during the same period of 1921, and also a substantial increase over the number during the month of June of this year. The city chamberlain reports that this has been a record year so far as the payment of taxes is concerned, and that more money has been paid in this year during the discount period than ever before, which would indicate that the citizens had more ready cash, and puts to flight any suggestion of hard times. This may be accounted for by the fact that there are very few unemployed in the city at the present time, and even a shortage of labor in some classes of work.

Chief Justice McKeown has called attention to a change in the law regarding bankruptcy, whereby fees heretofore payable to the registrar are now to be paid by the affixing of stamps of the supreme court, as provided for in the tariff of fees. In failure to comply with the new method regarding stamps, any proceedings are nullified, as unstamped documents could not be considered in any court. Mayor H. R. McLellan of St. John has placed before the citizens a recommendation that the city purchase the power company as it stands as a going concern. There is likely to be a great deal of campaigning over the question, as the citizens are not united on the proposition, the price being one of the main factors.

One of the large mills in St. John, The Stetson Cutler and Co., has started operations. This mill has not been in full operation for some years. About ninety men will be employed.

Changes in price during the past week in hardware lines are as follows:

There has been a very substantial reduction in Blocks this week. Prices are now quoted as follows:—

Common Single, japanned sheaves—3—.55, 4—.65, 5—.70, 6—.85, 7—1.00, 8—1.65, 9—1.40, 10—2.10, 11—3.40, 12—3.40.

Common Double, japanned sheaves—3—1.00, 4—1.20, 5—1.35, 6—1.55, 7—1.85, 8—2.20, 9—2.60, 10—3.45, 11—5.70, 12—5.70.

Patent Single, galvanized sheaves—3—.95, 4—1.00, 5—1.10, 6—1.30, 7—1.45, 8—1.90, 9—2.15, 10—3.00, 11—4.50, 12—4.50.

Patent Double, galvanized sheaves.—3—1.70, 4—1.90, 5—2.00, 6—2.45, 7—2.85, 8—3.55, 9—4.00, 10—5.10, 11—7.85, 12—7.85.

Disston Hand Saws have been reduced to the following prices—No. 12, 18"—33.10, 20"—36.10, 22"—39.40, 24"—42.20, 26"—45.00.

No. 120—18"—48.60, 20"—51.80, 22"—55.00, 24"—58.25, 26"—61.55.

No. 7—18"—23.65, 20"—25.55, 22"—28.15, 24"—29.55, 26"—30.95.

No. 107—18"—20.10, 20—21.40, 22"—23.10, 24"—24.40, 26"—25.30.

No. D28—18"—26.60, 20"—29.35, 22"—31.50, 24"—33.75; 26"—35.15.

Stove pipe elbows, square, 5"—3.75, 6"—4.40, 7—4.65.

Methylated Spirits, Bbls., 1.30, less than bbls., 1.50.

Pittsburg,

THE monthly report of the American Iron and Steel Institute, giving the steel ingot production of 30 steel companies in July, indicates that the steel industry, as a whole, produced steel ingots in July at a rate of about 36,000,000 gross tons a year, this comparing with rates of 36,600,000 tons in June and 36,400,000 tons in May.

The average rate in July quite misrepresents the rate of production, however. Production increased in the latter part of June, while about the middle of July there began a sharp decline in production, this decline continuing to date and promising to go considerably farther in the next two or three weeks if not for a longer time.

Considering the circumstances, it may be taken that the rate of production to July 1, was about 37,000,000 tons, the rate dropping to say, 34,000,000 tons by the end of July, and to somewhere in the neighborhood of 30,000,000 tons at the present time.

The influence of the combination of the coal strike and the railroad strike has become very serious. The steel industry got along very well during the first three months of the coal strike, which began April 1, increasing its rate of production by fully 5 per cent. Large stocks of coal had been accumulated, and there were heavy drafts upon non-union coal fields, particularly in West Virginia and Kentucky. The unusually heavy movement of coal from those districts began to congest the railroads involved by the middle of June, and when the railroad shopmen's strike began July 1, the condition was greatly accentuated. According to railroad officials the strike has been waning, but the receipts of coal are light as the congestion is not cleared. With these light receipts, and with stocks of coal at steel mills and by-product coking plants playing out at one point after another, production of pig iron and steel goes down. No conceivable settlement of the coal strike would restore the coal movement to the iron and steel industry except after the lapse of several weeks as it takes time to get shipments moving smoothly, and for a time precedence must be given to various consumers. and, in particular, the movement up the lakes to the northwest must be taken care of.

Consumption Restricted

Appearances are that steel has grown scarcer, but appearances are sometimes deceptive, particularly when one is dealing with the human element. The shortage of coal cuts down consumption of steel, but by how much no one is in position to estimate. Some steel consumers have notified mills to curtail or discontinue shipments of steel, on account of impaired consuming ability, but there may be many who wish to pile up steel so as to be safe in case they get supplies of coal sooner than the steel mills can increase production. Steel buyers are very human, and as a rule when they think steel is scarce they are anxious to get more.

Many customers of mills are urging heavier shipments, as they see production falling off. Some consumers are in the market to buy prompt lots, at the delivery premiums that generally have to be paid, say $2 to $5 a ton as a general statement. The tonnage involved in this prompt demand is not large, relatively. The premiums are insignificant compared with those paid in 1920 on large tonnages.

Two months ago the policy was largely in vogue among steel mills, although there were some exceptions, of holding steel prices down, the idea being that a

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Weekly Paint Markets

Montreal

MONTREAL, August 17.—The feature of the paint markets this week is a reduction in window glass quotations, list prices less twenty per cent now being quoted. The trend of the linseed oil market is again upward, local prices being generally advanced seven cents per gallon. There is said to be an active interest on the part of seed buyers recently, and considering that available surplus of flax seed is none too ample to meet requirements from now until the new crop, a firm tendency in the market is looked for. A revision in the opposite direction is recorded on turpentine, local prices receding eight cents per gallon. An easier tendency continues in the market for this product at producing centres where demand has fallen off considerably during recent weeks. Although transportation difficulties are expected to have a direct bearing on domestic markets in the future if an improvement in the American strike situation is not forthcoming, this factor has not affected the local situation to any extent as yet because of the present light demand and very few shipments arriving from the south. Shellac prices are unchanged since the revision announced by certain firms last week, with a little easier tone in the market reported at primary centres. White lead in oil and putty remain quiet, the movement recording the usual summer dullness for these products. Manufacturers anticipate a general improvement in paint products next month, present indications pointing to an active fall season.

ANOTHER ADVANCE IN LINSEED OIL PRICES

Montreal.

As intimated in recent market reports the trend of the linseed oil market is upward, and a stronger tendency from now until the new crop reaches the crushers is generally expected. Local quotations are further advanced seven cents per gallon in most quarters this week, while certain firms are quoting a few cents less than price levels given below. Reported marketable flax seed available from now until the latter part of next month is dwindling and this condition coupled with a remarkable demand for spot seed for this season of the year should hold the market in a firm position. Revised quotations are the following:

LINSEED OIL—		
1 to 2 barrel lots, per gal.....	1 12	1 14
5 to 8 barrel lots, per gal.....	1 10	1 12

Less quantities, add ten cents per gallon.

EASIER PRICES RECORDED ON TURPENTINE

Montreal.

With turpentine in the south described as "off," the local market is weaker in sympathy and prices are reduced eight cents per gallon bringing a new quotation of $1.55 in one barrel lots. This price level is quite general, although a quotation five cents in advance is given. The market at producing centres has been on an easier trend during recent weeks, although recessions in prices have been of a minor nature and principally due, it is reported, to an easing in demand, which is considered more or less seasonable. Dealing with the American strike situation and difficulty of transportation of fresh supplies from the south, local importers point out that owing to a light demand this factor has not yet affected the market locally to any extent. Stocks are comparatively light, but it has been necessary to bring in little further shipments up to the present. With heavier requirements for fall trade, a firmer tendency may develop through rail strike conditions if an improvement is not forthcoming. Revised prices are as follows:

TURPENTINE—	Imp.	Gal.
1 barrel lots	1 55	1 60
2 to 4 barrel lots, per gal. ..	1 53	1 58
Broken lots	1 65	1 70

SLIGHTLY EASIER TONE IN SHELLAC MARKET

Montreal.

No further change is recorded in shellac since the price revision announced by some firms last week. The primary market is reported as a little easier because of a lack of interest on the part of buyers who apparently are not anticipating further requirements to any extent. Locally, also, little activity is in evidence, a quiet market usually expected at this season of the year. Following are unchanged price levels:

SHELLAC—	Pure White		Pure Orange	
In barrels	4 60	4 90	4 35	4 60
5 gallon jugs	4 75	5 10	4 50	4 75
1 gallon jugs	4 85	5 40	4 60	4 90

RAW MATERIAL COSTS STIFFEN WHITE LEAD

Montreal.

Only a very moderate degree of activity is now reported in white lead in oil, the summer months usually being a quiet period for this product. Corroders anticipate a resumption of brisker trade next month with the commencement of fall painting which has been quite extensively carried out, especially in more recent years. The undertone of white lead is described as quite firm, lead on primary markets continually showing a fairly strong tendency and linseed oil "holding its own." Although prevailing prices usually come in for discussion next month, there is little likelihood of lower prices being announced, according to one local manufacturer, considering existing costs of raw materials. Local quotations are $12.25 in five ton lots, and $13.00 in one ton lots and $13.35 in less quantities.

Toronto

TORONTO, August 17.—Turpentine again features the current paint markets, this time the development being a recession of ten cents per gallon. The tone at southern primary centres has been correspondingly easier during the past week or two, and this trend is now reflecting on the domestic market with the arrival of fresh supplies. Some apprehension is expressed in certain quarters, however, due to the possibility of the rail strike spreading throughout United States territory and thus tying up future turpentine shipments from southern producing areas. Current local stocks are not considered large, but have been improved by recent arrivals, and are sufficient for the prevailing moderate call.

In the window glass market some unsettlement is still evident, owing to the fact that easier quotations are evident on imported glass than the average levels recently given on the domestic product. A brisk movement is anticipated for fall, while the present trade is described as heavier than usual for this time of the year. In some quarters the impression is registered that lower quotations may be available in certain districts for that period.

TEN CENT REDUCTION IN TURPENTINE PRICE

Toronto.

Turpentine quotations on the local market have been lowered ten cents per gallon, this downward movement following the recent trend apparent in southern primary centres. Quotations at producing markets have been somewhat easier for the past week or two but this tendency was not reflected on the domestic market until the arrival of new shipments at the reduced levels. Some distributors state that local stocks have been improved through fresh arrivals, while others describe the current market as causing a certain amount of alarm in view of the fact that local supplies are not considered large, and with the possibility of the rail strike spreading, there exists some danger of a shut-off from southern primary sources. However, the market

tone at producing centres is again slightly easier this week, owing to the unsettled conditions causing a lull in the seasonal call, both on domestic and foreign markets. Shipments from the south are undoubtedly delayed, however, and upon the duration and extent of transportation difficulties in the United States territory depends the range of turpentine quotations during the ensuing weeks. Average current prevailing prices follow:

TURPENTINE—

1 barrel lots	1 70
2 to 4 barrel lots	1 69
5 gallon lots	1 85

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

OIL QUOTATIONS FIRMER ON SEED RECOVERY

Toronto

Linseed oil quotations are again firmer on the local market, this development being generally attributed to higher flax seed prices. Distributors state that oil is now quite firm, crushers also maintaining a more uniform level. There exists a fair demand for linseed considering the time of the year, and while there is still evident a range in quotations on the local market, this is not so extensive as was recently the case, when the spread was as great as fifteen cents per gallon, or more. Flax seed markets have also exhibited a more steady trend and this has naturally reflected on the current oil price levels. With the arrival of the new crop, some variations in price may be expected, but it is stated that during the intervening period, linseed quotations should continue to hover in the neighborhood of the following levels:

LINSEED OIL—

	Per Gallon	
	Raw	Boiled
1 to 2 barrels	1 15 1 20	1 18 1 23
3 to 4 barrels	1 14 1 19	1 17 1 22
6 to 9 barrels	1 12 1 17	1 15 1 20

Less barrels, 15 cents per gallon.

MODERATE CALL FOR SHELLAC: MARKET EASIER

Toronto.

A slightly easier trend is now recorded in the shellac markets, but no marked change in domestic quotations has been announced. The nominal level remains at $5.40 for white, and $5.00 per gallon for orange in one gallon jugs, but some slightly easier levels are recorded in certain quarters. This range in prices is attributed to the fact that market conditions are more or less nominal, the current demand for shellac being variable. There is a seasonably quiet call. Prevailing average quotations follow:

SHELLAC	White	Orange
In bbls.	5 10	4 70
Gal. Jugs	5 40	5 00

USUAL QUIET TRADE EVIDENT IN PUTTY

Toronto.

Manufacturers and distributors report little activity in putty, this condition being usual at this season of the year. The summer dulness is at hand and no marked improvement is generally looked for until next month. It is observed that many dealers are probably awaiting some announcement regarding the extension of the booking date and the trend of prices for Fall trade before making current commitments.

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots	Less
Bulk bbls.	$4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70
1 lb. tins	11 70	12 20	12 45

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities.

TRADE STILL AWAITING BRUSH PRICE CHANGES

Toronto.

No changes have as yet been announced in quotations on brushes, and current trading in these products are naturally awaiting the trend of future developments in the price direction. Distributors state that business is usually quiet at this time of the year, it being between the seasonal call. Much interest is generally attached to the bristle markets, the future trend of brush quotations being dependent upon the primary supply. Manufacturers have predicted some revisions in the near future, including both declines and advances of a minor nature.

GLASS MARKET STILL IN UNSETTLED STATE

Toronto.

Distributors now describe the window glass market as conditionally more satisfactory since the uniform discount level was announced than was formerly the case, but it is noticeable that some imported glass is still being quoted at slightly easier levels than the ruling prices for the domestic product. The opinion is expressed that dealers are not over-stocked with glass, and that a good general demand will be experienced this fall, especially in view of the heavy building programs that have been in evidence throughout different sections of the country. There is reported to be more window glass moving at present, than is usual at this time of the year. The movement of plate glass, however, is mainly confined to city districts where construction of this class has been in progress.

JUST FAIR CALL FOR WHITE LEAD IN OIL

Toronto.

The current call for white lead in oil is described as of average proportions; with no new development in price from the recent revised levels. Manufacturers and distributors state that the movement is just fair, but is up to expectations for this season of the year. Following are prevailing prices:

WHITE LEAD IN OIL—

In 5-ton lots	12 70
In 1-ton lots	13 45
Less quantities	13 80

Lower Glass Prices on Eastern Markets

Reduction of Approximately Six Per Cent. Announced for Fall Window Glass Trade—Discount of List Less Twenty Now Being Quoted—Decline Not Yet Generally Adopted

As pointed out in a recent issue of Hardware and Metal, the probable trend of the window glass market would be downward for the usual fall trade. Substantiating this is the announcement of Montreal importers and distributors that quotations this week are reduced, and the $6.00 list less 20 per cent. is now being quoted. The former discount was 15 per cent., thus a reduction of approximately 6 per cent. is made.

The current situation in this market has attracted attention during recent weeks, a certain amount of unsettlement being in evidence which became more pronounced when business for fall was first being booked for import. Although prevailing prices were considered reasonably low when compared to replacement cost, certain firms were apparently willing to solicit business at even slightly lower price levels. The Belgian market has encouraged this trade to the extent that the franc has been receding in value for some weeks past. Even to-day there is little improvement in sight, the exchange value still being at a low level.

In announcing the new lower prices distributors express the hope that a more stabilized market will be established as quotations now given represent very little margin over replacement cost figures.

PITTSBURGH MARKETS

(Continued from Page 191)

safe market level should be preserved so that buyers would not be afraid to take hold freely after the coal strike. With a high market buyers would be likely to adopt a drastic policy of liquidating stocks, as they did in 1921.

This policy appears to have disappeared, if the present price advances are a criterion. One reason for abandoning the policy would be that there is scarcely any autumn business left to be done, for the simple reason that with production restricted the sales and purchases already made will last longer. The average mill is pretty well sold up to the end of the year, on the basis of its prospective production. If ability of buyers to consume steel is correspondingly restricted by coal and transportation conditions, the buyers in turn are covered for longer periods than they supposed a couple of months ago.

It is possible that when industry gets in smooth running order again, present prices of pig iron and steel products will hold, but that is extremely doubtful.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25 20	50 00	.....	70.00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION
American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; **net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.**

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2...	.0 50	Group 3....	1 00
Group 4 .	..1 50	Group 5....	2 00
Group 6 .	..2 50	Group 7....	3 50

Axes, bench, 60% off list.

BABBITT
Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c per lb.

BATTERIES, DRY CELL
Columbia Ignitor, 2½ x 6 in.

less than 12, each..........	0 50
12 or less than 50 each.....	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each.........	0 39

"Reliable" Ignition, 2½x6 inch

Less than 12 each............	$0 50
12 or less than 50, each......	0 45
Box of 50, each.............	40½
Bbl. lots of 125 each. each.	37½

F. o. b., Toronto and Montreal.

BELTING (Leather)
Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)
List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS
Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX
Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS
For discount on milk and cream cans, etc., see under **WARES**.

CEMENT, Portland—
Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$ 3 70
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD
Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. **Home No. 55, $16.10 per doz. Home No. 65,** $21.18 per doz. **Home No. 75,** $28.18 per doz. **F.o.b. St. Mary's.**

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE
New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS
No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)
No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	$16 25
No. 3½	$17 50

COBBLER SETS
Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, **plus 25 per cent.**
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—
Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—
No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, **Toronto, Hamilton,** London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—
Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)
No. 6, 57c. per lb.; No. 7, 56c. **per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton,** London.
Toronto, $8.00; London, $7.75

CROWBARS
Per 100 lbs.—Montreal. $7.75

DAMPERS—Stove Pipe

	Doz.
7 inch	$1 80
Cast, Champion, 5 in.	1 42
6 inch	1 40

Soverign, per doz. net, in bulk: 3″ $1.05; 4″ $1.25; 5″ $1.30; 6″ $1.45; 7″ $1.80; 8″ $2.45.

DOORS, SCREEN—

Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—

Standard List.

Blacksmiths', ½ in. 2½ in. shank List each.

⅛, 45c.; 5|32, 45c.; 3|16, 50c.; 7|32 55c.; ¼, 60c.; 9|32, 65c.; 5|16, 70c, 11|32, 75c.; ⅜, 80c.; 13|32, 85c. 7|16 90c.; 15|32, 95c.; ½, $1.00; 17-32, $1.05; 9|16, $1.10. 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾ $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10; 29|32, 2.20; 15|16, $2.30; 31|32, $2.40; 1, $2.50.

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.

Ratchet ... 10%

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	..	10
Plugs countersunk		net
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS

New piece list adopted June 1, 1922 Discount, 70 and 5 per cent.

NIPPLES, WROUGHT

Close and short, 4 in. and under, 60 per cent. 4½ and larger, 50 per cent; long, 4 in. and under, 65 per cent; 4½ in. and larger, 55 per cent; running thread, 4 in. and under, 40 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)

	per doz.
Mechanics, polished nickle finish	7 90
Do., nickel finish	6 25
General purpose, do.	5 00
Saw Handle, polished, deep frame	16 00

F.o.b. Prescott.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face	$4 50
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3 50
Bi-Treadle, each	9 75
Cycle B B.	8 75

GRINDSTONE FIXTURES

	Per doz.
For 15″ Axle	$ 6 80
For 17″ Axle	7 20
For 19″ Axle	8 10
Ball Bearing	20 00

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.

Dodson ... 4 00

HAMMERS, NAIL—

	Doz.
No. 21	$10 50
No. 1	13 50
Nos. 1½ and 61½	13 00

HAMMERS, SLEDGE—

Can. 2-2½ lbs. cwt.	$20 00
Do., 3-4½ lbs.	18 00
Do., 5 lbs. and over	$15 00
Masons, 2-3½ lbs.	25 00
Do., 3-4½ lbs.	23 00
5 lbs. and over	18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No. 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS MACHINISTS—

No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

HANDLES, (WOOD)—

All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR

Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4″	12 40
Do., 5″	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.

No. 1	$ 9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELLING—

Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00
Majestic, 1 burner	10 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.

Hotpoint Hedlite, each ... $7 35
Net, in one dozen pkts.

HINGES—Blind

	Doz. sets
Clark's No. 1	1 90
Do., No. 3	3 55

HINGES, SPRING—

No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set ... 1 85
Reliance Door Springs, No. 270

Light, per doz.	2 50
Medium, per doz.	3 25
Heavy, per doz.	5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1.53	1.35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 16 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.

F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—

Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN

3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.

4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.

5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.

Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.

Less 5 per cent. for 500 ft. reels.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	21c per lb.
48 x 96	21c per lb.

Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)

Potts't polished, per se,	$ 1 62
Potts, nickel plated, per set	1 68
Potts', handles, japd. grs.	16 00
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC

Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders		Per ft.
Standard		$0 44
Household		0 33
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only		0 44
Do., 10, 12, and 14 ft.		0 49
Single and Fruit Picking		
10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto Hamilton, London.

Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price

LANTERNS

	Per doz.
Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Little Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, short or long:

1 doz. cases	1 85 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold blast genuine ruby	4 25 doz.

F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	3 75
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 00
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ballbearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	116 50
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—	
No. 4 dozen	$36 00
No. 8 dozen	48 00
Universal—	
No. 4 dozen	$40 00
No. 8 dozen	52 00

MOPS—

	Doz. Net.
Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 85
No. 10, sticks	2 00
No. 11, Janitor,	4 75
Cast head mop,	2 00
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

Advance plain 8″ list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½″ No. 57—40 per cent. Advance plain bearing 9″ No. 57—40 per cent.

F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood $3.65 base.

F.o.b. Montreal, $3.50 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size Capewell—	C Brand Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price Lengths	List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50

1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90

1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00

¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75

½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... ... 0 67
2060 ... ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—
24 inch, per roll 5 50
36 inch, per roll 7 15
48 inch, per roll 9 85
72 inch, per roll 11 25
Put up in rolls.

NIPPLES:

See Fittings.

OAKUM— Per 100 lbs.

Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 34
Above prices net. Gallon,
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Paraffine 0.20,0
List, less 15 per cent.
Polarine, per gal. list ....$ 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A. E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute 0 15
Coarse jute 0 11
Hemp 0 30
Square braided hemp 0 32
No. 1 Italian 0 35
No. 2 Italian 0 28
F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette 0 85
Per 100 lbs.
Monarch sheathing, white .. 5 60
Do., gray 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Scythe brand dry straw 3 15
Spruce Sheathing, 36" and 72" wide 6 00
Asbestos Sheathing 6 75
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz. 3 20
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. 0 15
In kegs, 125 lbs. 0 16
In 50-lb. boxes 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay Montreal Toronto
5 to 6 lbs. doz. $7 50 $7 80
6 to 7 lbs., doz....... 8 25 8 50
Rock—
7 to 8 lbs., doz. 9 00 9 25
F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iorn Blk.	Gen.Wrot.Iorn Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in.	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in.	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
7½ in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
9½ in.	1 32	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., to 6 inch ...less 33 1-3 %.
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. ....less 45 %
8 in. .... net
List of Oct. 1, 1907.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt. .. 1 55
F.o.b. Montreal.

PLANTERS, CORN

King of Field, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal. Montreal. Toronto
Ordinary, 52 sheets .. 5 40 4 90
Do., 60 sheets 5 50 5 00

PLATES, COKE TIN

20x28x100 lb. basis, box .$12 50
20x28IC, 112s, box 13 00
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles 2 40
12-oz. bottles 4 80
1-qt. can (Imp.) 12 00
½-gal. cans (Imp. 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net

4-oz. .. ..$ 2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz. each 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—

No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 ... ... 6 00
No. 80 ... ... 8 00
MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75
F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pks., 2c lb.

Coppered Rivets, net extras 2c lb.

F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.

F. O. B. Toronto.

Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply. $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 65
Do., 18 wide 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 and 10 gal. cans 0 85
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums 0 04
125 lb. drums 0 05
Above prices net. per doz.
5 lb. cans 6 60
10 lb. cans 12 00
1 lb. cans 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis 0 21
Beaver manila, basis .....,0 19
British manila, basis 0 19
New Zealand hemp, basis . 0 19
Sisal 0 17
Single lath yarn basis.... 0 17
Double lath yarn 0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred 0 53
Halyards, (basis) 0 46
Beaver Halyards, wht. pol.
¾ in. basis 0 30
Hemp, deep sea line, basis 0 46
Hemp, tarred ratline, basis 0 39
Hemp, tarred bolt rope basis 0 41
Marline and Houseline .. 0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application.

Cotton, ⅛ in. 0 46
Do., 5-32 in. 0 45
Do., 3-16 in. 0 42
Do., ¼ in. and up 0 41
F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand

Disston, D.8, 26 in., $31 25 doz.

SCALES

Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—

Discounts off Standard List, adopted, July 6, 1922.
Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, F. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass ....75 /5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70 /5%
Wood, R. H., bronze ....70 /5%
Square cap 55%
Hexagon cap ... ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench

No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b....... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50	ft. Challenge Stl.....	4 95
103—50	ft. Reliable Jr., Stl...	5 25
243—50	ft. Rival Steel	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel ..	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143—3	ft. Steel Pocket	7 27
145—5	ft. Steel Pocket.......	9 20
175—5	ft. Linen Pocket	6 35
165—5	ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60. F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard. .45%
Fuller work—Standard 30%
Basin Cocks Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper boilers, 10 per cent.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, ½ lb. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53.	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages, $10.10 for 100 lbs. 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs .. 0.17
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 21-27
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls..... 0 07
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .. ..$ 7 53
Vitralite 7 87
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 27
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 7 10
Luxeberry 6 85
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window

Case lots	Single 16 oz.	Double 24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Montreal, less 20%.
Toronto and London, Less 10 per cent.
Cut size sheet glass, 75% off November. 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.
Outside Points, 50/10 off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO

	Per 100 lbs. White	Tints
350-lb. bbls. .....$	7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, colors 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall, white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
Martin-Senour, Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Pearcy's Prepared, colors ... 3 15
Pearcy's Prepared, white .. 3 50
Pearcy's Prepared, floor 3 10
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 3 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50

H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half barrels 0 50
5s and 10s 0 60
F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report

ROSIN— Per 100 lbs.
G., medium grade ... ...$ 9 25
Water white 11 25

SHELLAC

	Pure White		Pure Orange	
In bbls. . .	4 60	4 90	4 35	4 60
Gal. Jugs	4 85	5 40	4 60	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin ...	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 18
B. H. Maritime Spar 5 23
B. H. Hard Oil 2 57
B. H. Gold Medal 3 28
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Hydrox Spar, Imp. V. 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
C.P.C. Sun Aero Spar 4 60
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 14
Scar-Not S.W... ... ... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 85
Luxeberry granite 5 00
Luxeberry spar 5 72
Ramsay's Universal 3 85
Ramsay's Agate Floor 3 90
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. 3 10
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c: X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 60
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. 3 60
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL Per gal.
In five gallons $1 75
Methylated Spirits 1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per cwt., $15.60; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$22 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	63 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
38 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.

U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices	per dozen
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit	......	17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.15 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.10 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.55 base; Rounds over 2¾ in. to 6 in., $4.85 base; Swedish iron, $8; sleigh-steel, $5.35; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9 60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in.. $16.56; 5-16 in., $14.04; ¼ in.. $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No's. 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75

FILES

Globe	Discount	60%
Nicholson Gen.	Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.

Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.51; 5 in $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.

Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in. $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI⅝ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 70

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set	$ 1 90
Mrs. Potts' No. 50 set	2 00

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$ 1 16
Boiled	1 19

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. ....$ 6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs. ..$10 00
Plumbers, bale 50 lbs. 4 25

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy..	1 10
Blcak (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor .	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B..	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 15
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C..	1 00
Volunteer, reg. gas engine	0 65
Century Castor Machine ..	0 46
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color..	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.50; 18 x 24, blued $6.50; 20 x 28, blued. $6.50.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	.....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165, x 2½ $2 15
No. 165 x 3................. 3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $6 00
25-lb. irons, per cwt. 6 25
1½ lb. tins 0 16

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightening lBades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES— Doz.

Clipper $16 80
Bush 16 80
Cast 15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS Each

Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones ......$ 0 50
Cotton, 3-ply balls 0 54
Cotton, 4-ply cones 0 54
Cotton, 4-ply balls 0 57½

VARNISHES—

Stephens' Luminette, gal. ..$ 3 85
Stephens' Exalite, gal. 4 35
Lion Brand Color Varnish, per gal. 4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 60 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional 7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 6 in. $11 00
Cast, plain, 10 in. 15 60
12 in. 18 80
14 in. 24 00

WHEELBARROWS Each

U. S. ... ...$ 6 60
General purpose 7 90
Stone 13 70
Navvy, doz. ... .105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 9 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	—Dozen—	
Always Ready	Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES Doz

Regent $69 00
New Era 76 50
Universal 49 50

Tremendous Brush Business

Built on Quality

'Way back in 1856, the year of our inauguration, our firm ambition was to become makers of "perfect" brushes and brooms. And our firm resolution was to be absolutely fair in all our business transactions. Never, in all our sixty-six years of business, have we deviated from this plan.

Always our products have been the perfect brushes and brooms of their time. And you, who are among our hosts of friends and customers, know how fair we have always been in our business transactions.

Many improved methods of manufacture have been instituted, since our first years of business—methods that have permitted us to cope with the demand for Boeckh's Brushes. Yet we have always refrained from changing old methods for new and faster ones at the sacrifice of one iota of the quality of our products. Indeed, it is because of this fact that our business has grown with such tremendous rapidity.

Our large, modern factories are bright and well-ventilated. They are the last word in efficiency and up-to-dateness. This enables us to give our customers prompt service at all times. When in need of brushes, be sure to order a complete line of Boeckh's. It will increase your business to *sell* brushes of superior quality, as it has increased ours to *make* brushes of superior quality.

Distributors:-

Montreal:—H. E. Smith Sales Company, 130 Craig Street, West.

Winnipeg:—J. B. Buckham, 664 Broadway.

Vancouver and Victoria:—The T. S. Griffiths Company, 1080 Hamilton St., Vancouver, B.C

BOECKH TRADE MARK EST^D 1856 TORONTO

The **BOECKH COMPANY** *Ltd*
TORONTO - - - - CANADA

Makers of Everything in Good Brushes Since 1856

You Are Invited to Visit Our Full-Line

EXHIBIT

In the Process Building

While at the Canadian National Exhibition be sure to visit our full-line paint and varnish display in the Process Building. Once each year we are privileged to be your host, and we welcome it as a real opportunity to help make your visit pleasant and profitable.

The Glidden line completely covers Paints, Varnishes, Ripolin Enamels, Stains, Colors, etc. Each product has that high unvarying quality which builds consumer confidence for the Glidden dealer.

Our regular salesmen will be in attendance at the Glidden Exhibit. They will gladly explain our special offers covering Endurance Paint, Ripolin, Jap-a-lac, etc. Your visit, we believe, will prove very profitable to you.

The Glidden Company, Limited

Toronto, Ontario

Branches at Montreal and Winnipeg

Have You Put on a 6c Jap-a-lac Sale?

The Jap-a-lac 6c sale idea passed the experimental stage long ago. It has been put into operation effectively in many cities and towns with complete success.

The quality of Jap-a-lac is such, that the sale of a trial can usually results in a steady customer. The 6c coupon brings the people in for Jap-a-lac. They buy *one* can, and get a *second* can for only 6 cents. You have made two sales because we furnish the extra cans free. These folks like your store and your merchandise so they come to you for other paint purchases.

Visit our exhibit, and let us tell you all about it.

JAP-A-LAC
HOUSEHOLD FINISHES

Ask Us About Our Special Ripolin Proposition

Our special Ripolin offer affords you an opportunity to put in a small stock of this famous Holland Enamel Paint at most attractive discounts. Ripolin quality needs no introduction to you. It is easily the longest-wearing, most beautiful enamel obtainable in the world.

We've a confidential offer we'd like to tell you about.

The Glidden Co., Limited, Toronto, Ont.

Branches at Montreal and Winnipeg

RIPOLIN
RIPOLIN
THE ORIGINAL HOLLAND ENAMEL PAINT

RAM

"The Right Paint

"Save the surface and you save all" Paint & Varnish

That Ramsay slogan is entitled to thought and consideration. It is in people's minds; it helps to make sales, because it is based on truth that proves itself in service.

A. Ramsay &

The All Canadian Manufacturers of

Montreal **Toronto**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale, Limited, Edmonton, Alta.

REGINA DISTRICT—Wood, Vallance, Limited, Regina, Sask.

SAY'S

To Paint Right"

"Save the surface and you save all" Paint & Varnish

It is easy to sell paint to painters who are thoroughly imbued with the idea that the paint you sell is "the right paint to paint right."

They know that Ramsay's is—it is unexcelled for covering, spreading and durability.

Son Company

Paints and Varnishes since 1842.

Winnipeg Vancouver

Distributors:

CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

MARTIN-

A Paint and Varnish Product for Every Purpose and for Every Surface

100% PURE PAINT &

SENOUR

A Paint Selling Recipe

Whatever other factors may influence the saleability of Paints and Varnishes, in the final analysis the two all important things are—

First—the **Quality** of the Products.

Second—Their **Popularity.**

Both are significant. Both are essential to success. Both as embodied in Martin-Senour 100% Pure Paint and Varnishes offer you an unfailing recipe for real money making paint and varnish sales.

Quality Paints, Popular Paints—for every purpose and for every surface—paints, varnishes, stains and enamels that have built up flagging sales for many a Canadian Paint Dealer.

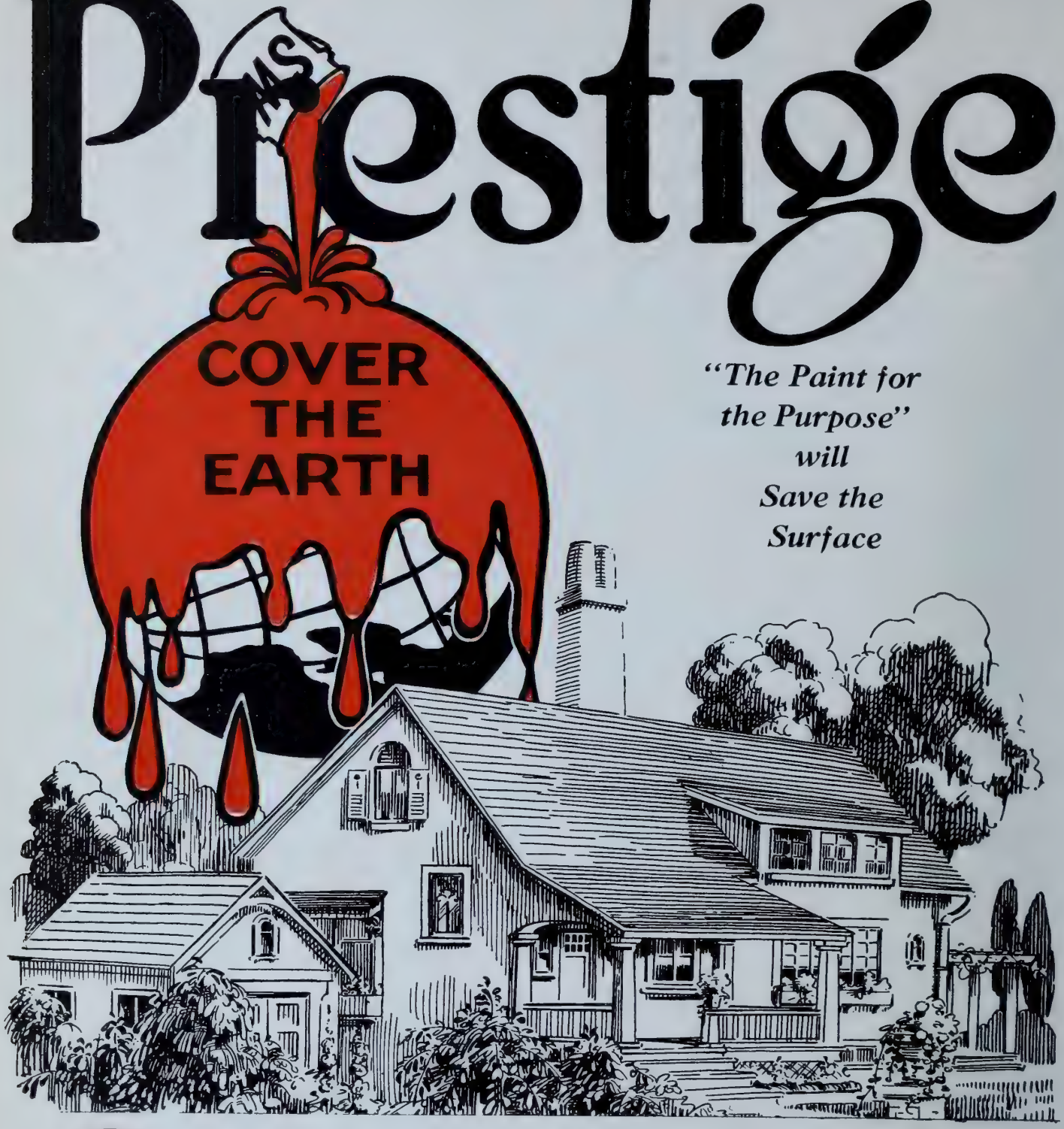
They'll do the same for you. Ask us about our dealer agency plan. Your enquiry won't obligate you one bit and we believe you'll be interested.

"Save the surface and you save all" *Paint & Varnish*

The **MARTIN-SENOUR** Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER **MONTREAL** TORONTO HALIFAX

VARNISHES

Prestige



"The Paint for the Purpose" will Save the Surface

SHERWIN

Company of

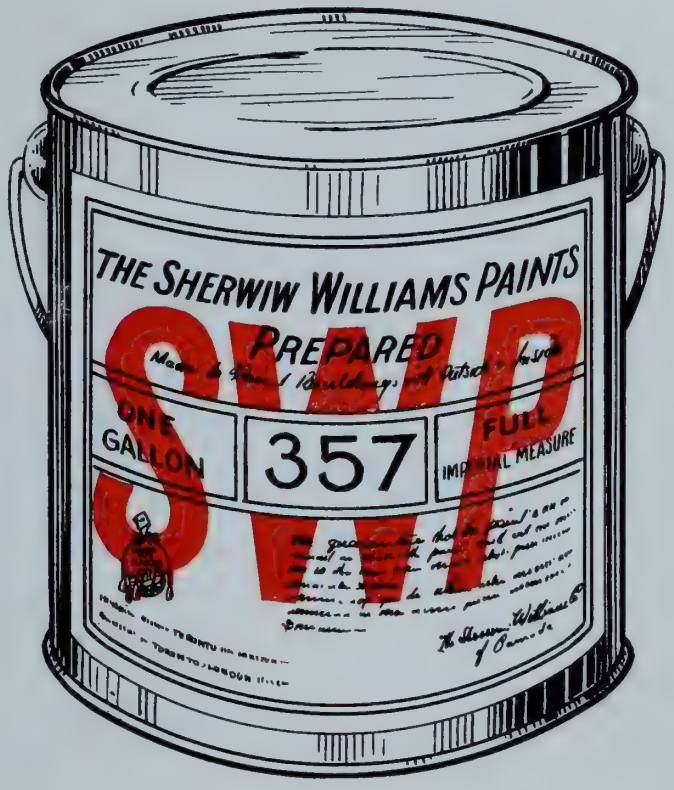
Head Office;

Paints

and what selling them means to you

Isn't it something worth while to be able to say to your paint customers: "I have the best line there is—Sherwin Williams"?

And to have unshakable confidence that every can of Sherwin Williams Products going out of your store will live up to the reputation of the Trade Mark it carries—"Cover the Earth," the symbol of the best there is in Paints and Varnishes.



It takes good paint to get good paint business. The good Paint Products are in every "Cover the Earth" labeled can and the business is waiting right in your own community.

Why not write? We'll tell you if the S-W Agency is still available in your district.

"Save the surface and you save all" *Paint & Varnish*

WILLIAMS

Canada, Limited

Montreal

Four "I. V." Leaders

Ready To Build Sales For You

Here are four International Varnish Specialties that will make bad business good and good business better.

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER

A Varnish Stain of exquisite color richness. An ideal household lacquer for renewing the beauty of scratched woodwork, furniture, floors and for general touching up. In handy cans with eye-catching labels.

Satinette

Demanded by those who appreciate enamel at its best. Matchless for high-class exterior and interior finishing. Made in white and colors.

TRADE MARK
ELASTICA
Floor Finish

Meet the demand for a good-looking and durable floor finish with this high-grade I.V. Specialty. It produces a semi-gloss without the labor and expense of rubbing.

TRADE MARK
KWICKWORK
Auto Enamels

High-grade Auto Enamels made in all popular shades. Just the line to get you a big share of the automobile trade.

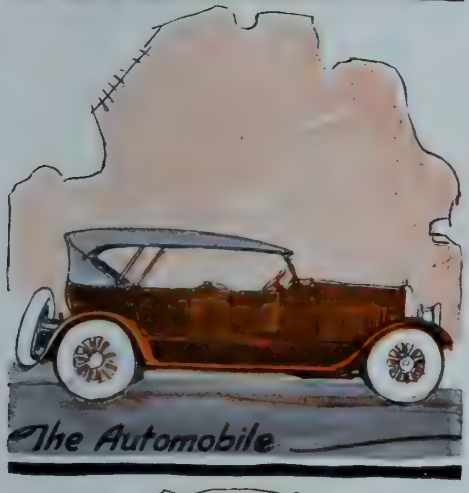
Try out the four I. V. Specialties mentioned here and see what extra sales and profits they will bring you.

INTERNATIONAL VARNISH CO. LIMITED

VANCOUVER
HALIFAX

TORONTO

MONTREAL
WINNIPEG



All protected with B-H PAINTS

THE widespread advertising campaigns, featuring the slogan "Save the Surface and You Save All" linked up with a steady campaign of propaganda, have put over, in a remarkably forceful and telling manner, the idea of protecting property with paint and varnish.

Right from the start of the "Save the Surface" movement Brandram-Henderson Limited have joined up with it. Each new B.-H. campaign drives home the value of paint for protection and the quality of B.-H. products.

B.-H. agents sell B.-H. products with complete assurance. They know that they have the best quality product made in Canada—a product backed by forceful advertising—striking as it is convincing.

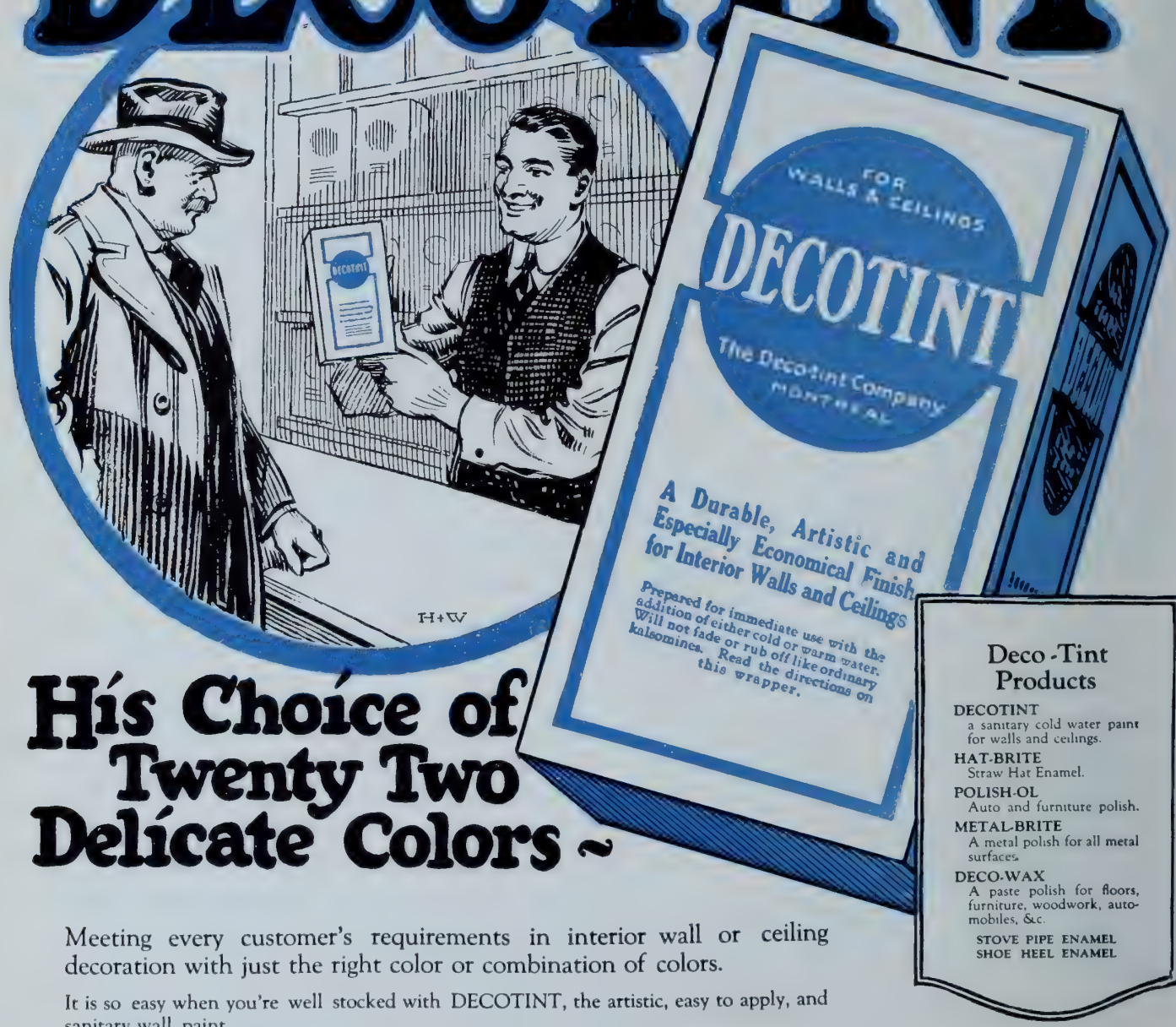
This all means greater sales for B.-H. Agents and, naturally, greater profits.

Write for particulars of our Agency Proposition. We shall be glad to let you have them without obligation.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

DECOTINT



His Choice of Twenty Two Delicate Colors ~

Meeting every customer's requirements in interior wall or ceiling decoration with just the right color or combination of colors.

It is so easy when you're well stocked with DECOTINT, the artistic, easy to apply, and sanitary wall paint.

Decotint is the ideal medium for the permanent decoration of interior walls and ceilings of residences, halls, clubs, schools and public buildings.

The demand for this durable and inexpensive cold water wall paint is going to bring many extra dollars to Decotint dealers during the coming season. You should have a share of this profitable business. You can assure your share **now** by placing an order for Decotint and the other easy selling household specialties listed here.

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

Deco-Tint Products are all Canadian made

THE DECO-TINT COMPANY
897 CENTRE STREET · · MONTREAL

SERVICE

CONFIDENCE

FAIR DEALING

The Paint on a Pedestal

IN THE illustration at the top, and on the centre of this page, you will find the interpretation of our message to you.

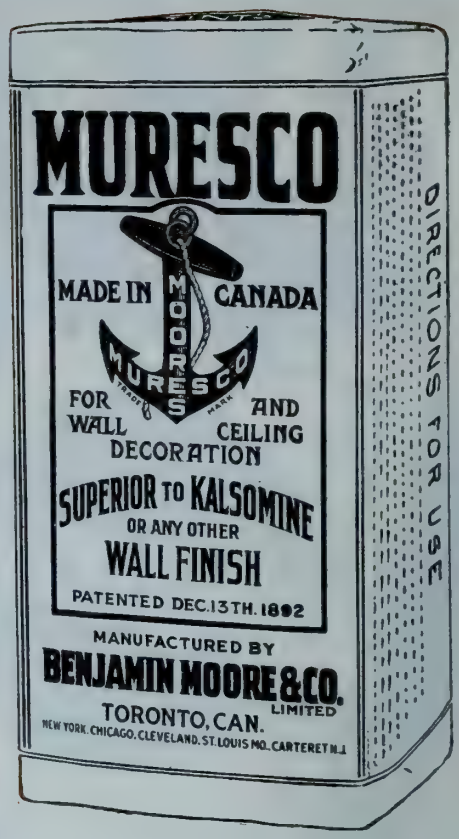
The details of our ability and facilities for immediately and permanently increasing your paint business—and incidentally your profits—can be told by any "High Standard" agent, or by our salesmen, on inquiry.

No claims are advanced that do not arise from the actual every-day experience of those whom we now serve unusually well.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL.

If interested tear out this page and place with letters to be answered

"Save the surface and you save all" *Paint & Varnish*



MURESCO

Saves Money For The Consumer
Makes Money For The Dealer

It is the best Wall Finish to use because it is easily applied, shows no laps or brush marks, and will not rub off.

It is the best Wall Finish to sell because it satisfies the users.

EVERY APPLICATION SPREADS MURESCO REPUTATION

Write for latest Dealers' Helps and boost your Fall sales.

Be sure and visit us at the Canadian National Exhibition

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

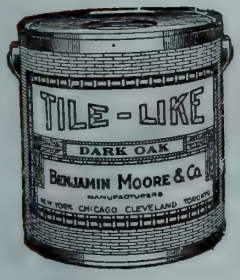
Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

"Save the surface and you save all" *Paint & Varnish*

MOORE'S



Moore's House Paint — **Morelustre Enamel**
Mooramel — **Sani-Flat**
Floor Paint — **Automobile Finish**
Roof and Barn Paint — **Shingle Stain**
Impervo Porch and Deck Paint

All products bearing the Benjamin Moore name are guaranteed to give satisfaction. In the purchasing of the raw material, grinding, mixing, tinting the colors, and labelling and packing, our only thought is that every can of paint shall be brim full of honesty and satisfaction.

Call on us at the Canadian National Exhibition and we will demonstrate to you the superior qualities of our various lines of paints. All raw materials used will be on exhibition as well as the finished product.

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

Floglaze

Registered

"The Finish that Endures"

There are Five Sound Reasons Why FLOGLAZE Finishing Pays in the Fall

REASON No. 1

In the fall the surface is thoroughly dry. During the spring a surface which needs repainting is sure to contain moisture and dampness or frost and it cannot be successfully painted until it has thoroughly dried out.

REASON No. 2

In the fall the wood is dry and absorbs more of the paint. The paint penetrates deeper into the wood therefore getting a firmer hold on it, giving the paint coating greater tenacity, holding and wearing qualities.

REASON No. 3

In the fall the weather is more settled and uniform and is warmer. This gives excellent painting conditions. Paint cannot be as successfully applied in the damp, unsettled weather conditions of spring.

REASON No. 4

A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of repainting should never be allowed to go over the winter without this protection. It also needs protection against the dampness of early spring when paint cannot be applied.

REASON No. 5

It is easier to keep moisture and dampness out by applying a coat of paint when the surface is dry than it is to get moisture or dampness out of wood when you want to apply paint.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Here are the Seven Floglaze Money-makers for Merchants For Fall Business

FLOGLAZE

Home and Farm
Exterior Surfaces
Art Shades
Velvet Finishes
Porch and Veranda
Lac Shades
Auto Finishes

Registered
Floglaze
"The Finish that Endures"

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Jamieson's Interior Finishes

make just the right kind of Fall and Winter displays

Including "A beautifying protector" for every interior surface — Varnish Stains, Floor Paints—Art Enamels, Floor Enamels — a complete line that you will find pride and profit in handling.

A Beautifying Protector for Everything Under the Sun

Springtime in Fall and Winter!

If you are one of the many merchants who regard the Spring months as the only worth while paint selling season we suggest your trying out a regular display of Jamieson's Products during the coming Fall and Winter.

You will be surprised at the amount of Paint Products it is possible to sell during these two seasons.

Home owners are usually mighty proud of their property. They realize what paint and varnish mean in the way of surface protection and surface beautifying. To such people it is always spring time particularly in the matter of interior painting and "touching up."

They know Jamieson's Products—the Jamieson Trade Mark shown above is to them a "Word of Honor" that the Paint or Varnish back of it is as good as skill and experience can produce or money can purchase.

"Save the surface and you save all" *Paint & Varnish*

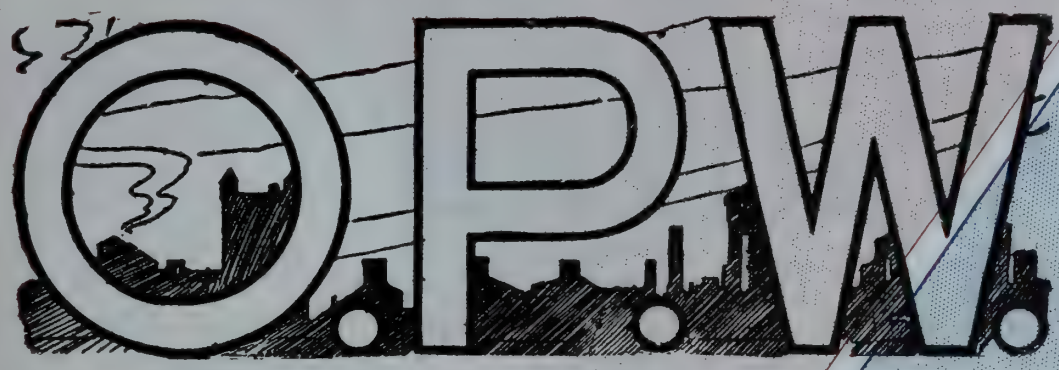
R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

Calgary **MONTREAL** **Vancouver**

If interested tear out this page and place with letters to be answered



PAINTS AND VARNISHES FOR EVERY PURPOSE

MR. DEALER:—

ARE YOU PREPARED for the **FALL BUSINESS.**

CROPS everywhere are good, a sure sign that business will also be good.

BUILDING OPERATIONS have been lively throughout the summer, which means that there is going to be a large call for **PAINTS, VARNISH, PUTTY, ETC.**

DO NOT NEGLECT your stock at this particular time.

ALSO bear in mind that **O. P. W.** is simply another way of saying **HIGHEST QUALITY.**

"Save the surface and you save all" Paint & Varnish

Ottawa Paint Works Ltd.

Ottawa, Canada

Branches—Montreal and Toronto

THE PAINTER'S BEST TOOL

T. S. Simms and Co. Limited
ST. JOHN, N.B.
Montreal Toronto London Winnipeg

TRADE SIMMS MARK
SET IN RUBBER
PAINT AND VARNISH BRUSHES

If interested tear out this page and place with letters to be answered

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Paints and Varnishes For Fall Paint Selling

Every Hardwareman can boost paint sales this fall, by pointing out to customers that Autumn is the best season for outside painting.

Well planned window displays, counter displays and show cards will put this idea over, to your profit and satisfaction. Your best results will come, of course, if you offer "Hillcrest Paints."

Ask our salesmen or write direct.

We Also Manufacture

"Hillcrest"—Colors ground in Oil, in Japan, in Distemper, Porcelain White Enamel, Ebony Black, Spanish Enamel, Bath and Motor Car Enamel, Paste, Liquid and Crack Filler, Barn Red, Aluminum and Gold Paint, Carriage Paint, Graphite Machine Paint, Orange and White Shellac, Oil, Varnish and Shingle Stains, Varnishes (all kinds) Pure White Lead, Bronzing Liquid, Etc. Etc.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

"MIND THE PAINT!!"

The signs are out! Fall freshening up is in progress. Sun-blistered wood everywhere is shouting for a new coat of paint! Rubberset brushes produce a smooth, clean, well-covered surface—their sale assures repeat orders from satisfied customers. See that your stock is replenished and a full line on hand for increased autumn trade.

From Your Jobber

Write :—

RUBBERSET COMPANY, LIMITED
5 Sullivan Street, Toronto
FACTORIES: Toronto and Gravenhurst

If interested tear out this page and place with letters to be answered

An All Purpose VARNISH

REDUCE your varnish inventory by carrying FLINTSPAR—the all-purpose varnish. It is adapted for use on porch doors, bathrooms, interior woodwork and for marine uses.

FLINTSPAR will not turn white under the action of either fresh or salt water. Its *DURABILITY* and its *QUICK-DRYING* qualities are exceptionally well balanced for a varnish of this character. A test will convince you.

Write for our proposition to-day.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE

MONTREAL

TORONTO - WINNIPEG - VANCOUVER
- SUDBURY - HALIFAX -

Makers of

FLINTSPAR

VARNISHES FLINT PAINTS STAINS COLORS

These Brushes can be used in any liquid

HERE is a CANADA BRUSH that presents opportunities for business no dealer can afford to overlook at any season of the year.

No brushes find readier sales to professional painters, or to the casual buyers who merely ask for a "good brush" than the CANADA. There is ONE CANADA that will fill any buyer's needs and priced to appeal to any "pocket book."

We are the sole manufacturers of the Solid, Straight Compressed, Rubber-set brushes in Canada. This method of manufacture guarantees perfect working brushes, without any bushing or flaring of the bristles.

If you are not already selling CANADA Brushes it will pay you to investigate our dealer proposition at once.

Write.

Canada Brush Co., Limited

Head Office and Factory :
ST. JOHN N. B.

Montreal Branch :
Representatives, St. Michel Ltd.
17 St. Gabriel Street

If interested tear out this page and place with letters to be answered

ELEPHANT BRAND

Strength & Long Life

The Elephant symbolizes strength and long life in the animal world, just as "ELEPHANT BRAND GENUINE WHITE LEAD" typifies both these qualities in the world of paint.

Its beautiful snowy whiteness, its unequalled smoothness of texture, its quality—guaranteed by the Government label on every can—has made ELEPHANT Brand the favorite white lead of the most successful painters in Canada.

Beauty and durability characterize every bit of Genuine Elephant. It has no rival, which explains why men who ask for "ELEPHANT BRAND" won't hear of a substitute.

Made up to the Canada Paint standard which is a definite guarantee of satisfied customers and repeat orders.

THE CANADA PAINT CO.
LIMITED
MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

WHITE LEAD

If interested tear out this page and place with letters to be answered

PILKINGTON
BROTHERS ~ LIMITED

HIGHEST British standards of quality—facilities for providing service that means contracts completed on time—are features of Pilkington Service. Whether dealing with contracts of importance like that illustrated below, or an order for a few panes of glass, the Pilkington standard of service means complete satisfaction to you.

Write for quotations and suggestions

"Specify Pilkington Glass"

MOUNT ROYAL HOTEL, MONTREAL.
The newest link in the "United" chain of hotels.

ARCHITECTS
Ross and McDonald

CONTRACTORS
Thompson and Starrett Co., Ltd.

All glass and mirrors used throughout supplied by

PILKINGTON BROTHERS LIMITED

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

"The Kind Your Grandfather Used"

Founded on Service

This is no commonplace claim when applied to LIVINGSTON PRODUCTS as the history of the Company shows.

The aim of our extended service is that your interests be equally served from Vancouver to Prince Edward Island.

Before placing your orders for Linseed Oil let us prove that LIVINGSTON SERVICE means Quality, Value and Delivery.

"As gold is refined by heat, so character is tested and made pure in the cleansing fires of experience."
"Molten by time, but alloyed with Honor, Quality, Strength and Service, business experience becomes business character--that silent witness of every act; that great builder of reliable products."

From the book "Standards of Business" by Elwood E. Rice.

THE DOMINION LINSEED OIL CO. LIMITED

Mills and Refineries

Baden, Ont. **Montreal, Que.** **Winnipeg, Man.**

Sales Offices:

SHATFORDS LIMITED
Halifax, N.S.

R. C. JAMIESON & CO., LTD.
Vancouver, B.C.

C. PATON
Charlottetown, P.E.I.

Central Sales Office:

1009 Royal Bank Bldg., Toronto, Ont.

We Intend to make these Three Months

Busy Ones

"Save the surface you save all"-

Get Ready Now to Co-operate

You know what the "Save the Surface" Campaign did to keep Paint and Varnish sales up during the dull year of 1921.

You know what it has already done toward making 1922 the greatest Paint and Varnish year. Then you know that all pulling together we can make the Fall a big, busy Paint and Varnish season.

A special advertising campaign featuring the advantages of Fall Painting in general and Barn Painting in particular will be run during the next few months. These advertisements will prove a great stimulus for a record breaking Fall season.

Crops are good and money should be plentiful.

Get ready now to co-operate. Make special window displays. Use your local papers to point out the advantages of Fall painting.

By united action we can make these next three months big paint and varnish months.

Say to your Trade—"Don't put it off—put it on."

Save the Surface Campaign
43 St. Sacrement St.,
MONTREAL

EVERY BRUSH

Why Meakins Brushes Sell

Meakins Brushes sell because behind their indubitable present day worth there is a long tradition. Men, now grandfathers, bought, used and were satisfied with Meakins brushes over fifty years ago. To-day their children and grandchildren ask for Meakins brushes as a matter of habit.

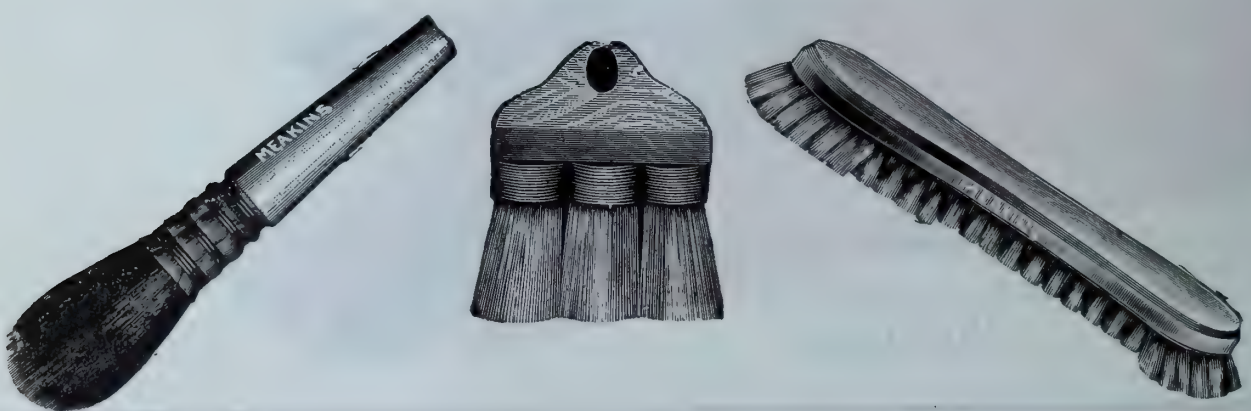
It's a good habit.

Write for our illustrated catalogue.

Meakins &

Hamilton

Winnipeg London Toronto



If interested tear out this page and place with letters to be answered

A GOOD BRUSH

Why Meakins Brushes Stay Sold

Wood and steel and bristles of all kinds, rubber and tin and nails—all go to the making of brushes. Because Meakins brushes contain only the best of these raw materials is one reason they stay sold out. A greater reason than this applies.

Seventy years of knowing how, has given us skill and cunning in combining these materials to produce perfect brushes. Meakins brushes stay sold because they are made right.

Sons Limited

Ontario

Warehouses:
Vancouver, Calgary Alta., Montreal.

If interested tear out this page and place with letters to be answered

CARTER'S GENUINE DRY RED LEAD

Give Your Customers

—A lead paint that's pure, uniform and economical.

—A lead paint that's made from the very best Canadian pig lead.

—A lead paint that affords the best and most durable protection against rust or corrosion.

—The best and most satisfactory lead paint you can give them—

Carter's Genuine Dry Red Lead

Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are the finest quality obtainable. Write for prices and particulars.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Ave., Montreal

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

SHINGLE STAIN in greens, browns and reds—also supplied in special preservative grade in lithographed cans that don't leak.

STURGEONS LIMITED, TORONTO

Also Ferrolastic Metal Paint
Waterproofing Asphalt Paints
Flintex { Concrete Hardner / Waterproofing for Concrete
Sturgeons French Polish Wax
Varnishes, Colors, Etc.

Dollar Turpentine

is a fact and we can supply your full requirements promptly.

The specifications for quality imposed upon our Pure Turpentine make it an excellent thinner for paints, varnishes, colors, etc.

The price is $1.00 per imp. gal.

F.o.b. La Tuque, Que., in steel drums of 46 imp. gals. Large stocks are on hand for immediate deliveries.

We invite correspondence from all turpentine dealers.

BROWN CORPORATION
Quebec, P.Q.

If interested tear out this page and place with letters to be answered

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMP BLACKS

This Seal on Every Package

1849 1922

Is Your Guarantee

WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard and Eagle, Germantown Lamp Blacks.

Seventy-Three Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-Three Years' Reputation behind each Package will help your Sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

THE L. MARTIN CO.

Head Office 45 E. 42nd. St., - New York

Works: Philadelphia, Pa., Johnsonburg Pa., London, England

CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francois Xavier St.

TORONTO
James Hayward
23 Scott St.

WINNIPEG, MAN.
P. A. C. McIntyre
Confederation Life Bldg.

If interested tear out this page and place with letters to be answered

"I would like to call personally on our customers"

"There is nothing I would like better than to be able to call personally on our customers and prospective customers," stated an executive officer of a large manufacturing concern a short time ago. "It is out of the question, however, I cannot get away. If I did undertake the job I figure it would take about four years steady travelling calling on about three to four hardware buyers every working day during the four years. We have only a few travellers, most of our lines are sold through jobbers and to a great extent, under our present sales policy, we entrust our sales and our competition to the jobbers and their salesmen. We therefore realize the need of keeping up as close a connection as possible with the wholesale and retail hardware trade and that is one reason why we are consistent advertisers in HARDWARE AND METAL. Our advertising in HARDWARE AND METAL stimulates the interest of wholesalers, travelling salesmen, retail hardwaremen and their clerks, and we believe HARDWARE AND METAL plays an important part in keeping up a steady demand for our products."

HARDWARE AND METAL reaches practically every worth-while buyer of hardware in Canada.

Members A.B.C. **HARDWARE & METAL** *Members A.B.P.*

Office of Publication

143-153 University Avenue, Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., Bleury St., Phone Plateau 946; Toronto, 143-153 University Ave., Telephone Adelaide, 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.
GREAT BRITAIN—London, The McLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, (corner 26th Street), Telephone Watkins 5869; Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

If interested tear out this page and place with letters to be answered

A New and Better Low Priced Watch

THE NEW HAVEN

THE NEW HAVEN

Open Face, 16 size, Plain or Fancy Snap Back and Bezel with Patented Stem Wind, "Pull Out" Stem Set, Antique Bow, Sunk Second Dial and Heavy Beveled Glass. Nickel Case.

YOUR WHOLESALER HAS THEM

The movement has been specially designed to take advantage of improvements which our long manufacturing experience has developed. The pinions are cut steel and all other steel parts are hardened and blued.

No part of the movement is riveted that is necessary to remove in taking the watch apart.

A separate plate enables the repairer to remove the mainspring barrel without taking the movement apart.

The "pull out" stem set is positive and quick in action and the winding is easy and smooth.

Plates are nickeled and back plate nicely damaskeened.

The watch carries a full guarantee.

Nicely boxed.

Packed one dozen in a carton. Handsome show case given with an order for 4 dozen.

THE RUSTLER

Strongly Made Case, Heavily Nickel-Plated

Ask your wholesaler for a case of Rustler Alarms. You will be surprised how quickly they move.

THE RUSTLER

The Alarm Clock That Sells in the Hardware Store

A well made clock, fully guaranteed.

Manufactured by

THE NEW HAVEN CLOCK CO.
NEW HAVEN CONN.

Clock Makers For Over One Hundred Years

Owl Brand Roofing

—ATTRACTIVELY LABELLED SO AS TO EMPHASIZE THE QUALITY THAT GOES INTO EVERY ROLL

Whilst Others Rave, Owl Brand

DEALERS MAKE SALES AS NEVER BEFORE

If we could give you an adequate word picture of how Owl Quality Roofing is made our argument would be tremendously advanced. Suffice to say that it is made in a modern factory under the guidance of experts and subject to constant laboratory inspection. Owl Roofing is finished on both sides and either side can be laid to the weather. Owl Roofing has fire resisting qualities that make it a good insurance proposition. Rain water is not tainted by the use of Owl Roofing owing to the pure asphalt materials used in its construction being odorless and tasteless.

It's Not the First Sale that Counts—it's the Repeats

W. WALKER & SON, LIMITED

Write for our Dealer's proposition

Wholesale Hardware

OWL Brand Quality Products

Consist of the following:

Owl Brand Roofing—

1 Ply 35 lbs. 3 Ply 55 lbs.
2 Ply 45 lbs. 4 Ply 65 lbs.
5 Ply 75 lbs.

Owl Brand Slate Surfaced Roofing
Red or Green—
18 inches wide, 90 lbs. to Sq.
32 inches wide, 85 lbs. to Sq.

Owl Brand Single Shingles—
Red or Green, 200 lbs. to Sq.

Owl Brand "4 in 1" Shingles—
Red or Green, 200 lbs. to Sq.

Owl Brand Insulating or Sheathing Paper
432 Sq. Ft. to Roll.

Owl Brand Products are absolutely guaranteed. The same high quality asphalt and all-rag felt is used in the Owl Brand Strip Shingles as in Owl Brand Roofings.

If interested tear out this page and place with letters to be answered

By Way of Explanation

Some one has said that to be great one must have enemies. We don't go so far as to charge anyone with being our enemy, but true it is that the phenomenal success which Owl Brand Roofing has rightly earned has set folks a-talking and some none too wisely. We take this opportunity of notifying the trade that no matter what is being said by word of mouth **or in letter form** Owl Brand Roofing is on the market to stay because dealer and consumer have said so in no uncertain terms. As for us we will continue to back Owl Roofing dealers with more and more sales helps so that others outside the knowledge of Owl Roofing experience may see the error of their ways and get into the charmed circle.

W. WALKER & SON, LIMITED

Roofing Breaks Sales Records

THE PUBLIC DEMAND OWL QUALITY ROOFING

"Owl" roofing is made 32-in. wide instead of 36-in.—a decided advantage. Roofing on the market today which is 36-in. wide is made so only from the manufacturers' ambition for a big production—a 32-in. width is longer in length than a 36-in., which means a lower production, but in a 32-in. roofing (such as the "Owl"), the laps are closer together and the tendency of buckling is practically eliminated.

"Owl" roofing is packed carefully, and every roll is inspected before being packed. **We put a good label on every roll because we are proud of Owl Brand Roofing.**

Owl Roofing Satisfies and Brings New Customers

10-16 ALCORN AVE., TORONTO, ONT.

and Iron Merchants

Private Branch Exchange
North 3133

If interested tear out this page and place with letters to be answered

Buy Libbey-Owens Glass
Made in Hamilton

GLASS

That You Can Depend Upon

SERVICE

That You Can Depend Upon

It costs no more

Ontario Plate Glass Co.

HAMILTON, ONTARIO

"WELLWORTH"

ALUMINUM, BRASS, & COPPER N.P. GOODS

The finish and attractive appearance of Aluminum, Brass and Copper Goods of the "Wellworth" brand is due to the careful workmanship employed and the proper selection of materials used.

QUALITY has ever been the aim of the "Wellworth" producers and has been sustained from the beginning.

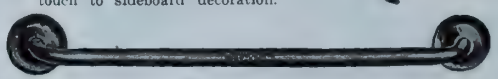
Your customers know and want "Wellworth." Write for catalog and price list of complete "Wellworth" line.

ELECTRIC COFFEE PERCOLATORS

Two sizes, in Aluminum and Copper. Also other sizes and designs.

COPPER NICKEL-PLATED TEA AND COFFEE POTS
Plain or ornamental Tea Kettles of the finest Quality.

TODDY KETTLES, Brass Polished or Nickel-plated.
Body in one piece, brazed spout. Adds a quaint touch to sideboard decoration.



BENT TOWEL BARS
Brass Nickel-Plated. Also Glass Rod Bars, Brass Post Bars, in Various Lengths.

BRASS NICKEL-PLATED TUMBLER HOLDERS
Robe Hooks, Soap Dishes, Bath Room Trimmings.

SHEET BRASS NICKEL PLATED HOT WATER BOTTLES.
With cloth covers. Light, leakproof, slow radiation. Adaptable for douche attachment.

WENTWORTH MFG. CO.
Hamilton - Canada

If interested tear out this page and place with letters to be answered

VIKO

Aluminum Ware

For Fall Sales

is made to meet the demand for heavy durable aluminum ware at a popular price.

VIKO Aluminum utensils are made from hard, strong sheet aluminum. They are attractively designed—are durable and have a beautiful finish.

There is a VIKO utensil for every kitchen need. We carry complete stocks for immediate shipments.

HURTUBISE LIMITED

222 Notre Dame Street, West,
MONTREAL

Ontario Representative: A. P. HOPKINS, 371 Lyon Street, Ottawa, Ont.
Maritime Representative: H. E. FRYE, Box 61, Moncton, N.B.

All Kinds of

CIRCULAR SAWS

SOLID TOOTH | INSERTED TOOTH

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades

We shall be glad to answer inquiries from abroad. Our dependable, quick-cutting saws are made as true as it is possible to get them. They are free from flaws and seams. We warrant every saw.

Inserted Tooth Saw

La Manufacture de Scies de Levis

LEVIS QUEBEC CANADA

Shingle Saw

If interested tear out this page and place with letters to be answered

LIQUID VENEER

PROFITS

Here are three splendid sellers that you are sure of for your Fall housecleaning business.

If you want quick turnovers and permanent, satisfied customers, show the busy housewife this wonderful combination of Liquid Veneer, Liquid Veneer Mop Polish, and the Famous Liquid Veneer Mop—**all made in Canada.**

Regular Liquid Veneer as a polish for fine furniture is too well known to call for special comment—you cannot afford to be without a good supply.

The Liquid Veneer Mop Polish is a new addition to the line—made expressly for floors and woodwork—it goes twice as far—and is backed by an iron-clad guarantee to please or you are authorized to refund the purchase price and for which we will reimburse you.

The Liquid Veneer Mop has an all yarn centre, swab that can be removed from its frame and washed as quickly and easily as any dust cloth —and the frame will last a life-time.

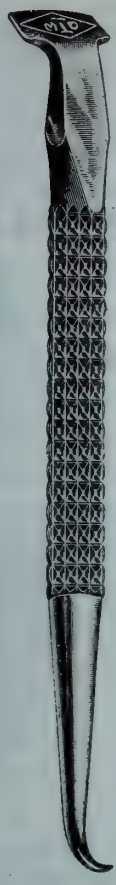
Stock up now for the tremendous demand which will be created by our big Fall Advertising Campaign in magazines and newspapers beginning September 11th.

Ask your jobber for details about Liquid Veneer Products, or write us concerning our special offer including advertising helps and dealer co-operation.

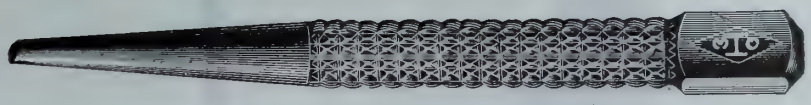
Buffalo Specialty Company

Bridgeburg, Ont., Canada

If interested tear out this page and place with letters to be answered



No. 653 Cotter Pin Puller and Offset Screwdriver



THE EMBOSSED KNURL

This is our famous EMBOSSED hand hold, that is specially designed to prevent tools slipping or turning in the hand when oily. There is a big difference between the old fashioned and the EMBOSSED KNURL—explain this to your customers.

Then there is the quality of the steel. The service that your customers get from steel tools, depends not only on the **quality** and **durability,** but also on the **treatment** of the steel —that is the **tempering.**

Repeated tests have proved that QUALITY tools are stronger, and give greater satisfaction, than any others, and they cost no more.

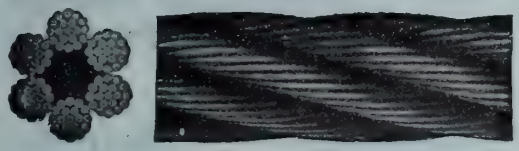
All QUALITY Tools are guaranteed.

QUALITY TOOL WORKS LTD.

480 RIELLE STREET - - MONTREAL

Selling Representatives: **ONTARIO, A. H. Moore,** 74 Rusholme Road, Toronto **WESTERN PROVINCES, S. H. Whyte Mfg. Co., Ltd.,** Winnipeg. **MARITIME PROVINCES, Richardson & Bureau,** Montreal.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

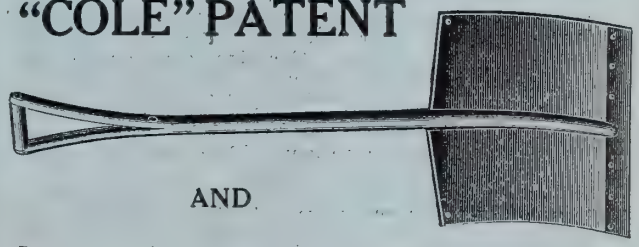
CANADA WIRE & IRON GOODS CO.
HAMILTON

You Can Shake The BANNER ASH SIFTERS But You Can't Beat Them

Order Now From Your Wholesale House.

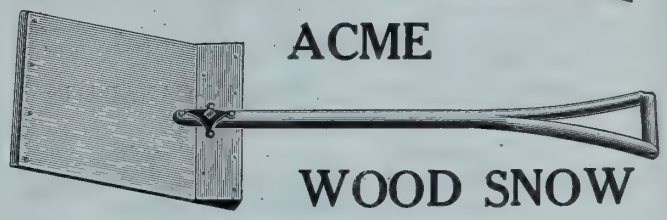
The Burrows Mfg. Co.
Toronto

"COLE" PATENT



AND

ACME



WOOD SNOW SHOVELS

Our "Cole" Patent shovel has a broad, curved basswood blade with sides reinforced with iron plate, steel tips and wood or iron D grips. They are especially desirable for shoveling off sidewalks and light snow.

In the Acme shovel lightness and strength are so combined as to give a most serviceable shovel for all uses. Steel tips and wood D handles, blades of basswood and finished in varnish.

Wood shovels for the kiddies also.

Send for catalogue and price list.

Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.

If interested tear out this page and place with letters to be answered

Personal Contact Gets More Trade

The best way you can make your business grow steadily is to meet and talk to passing motorists, and sell them on the service you can give them with a Bowser Chief Sentry. Then you can increase sales in your other departments.

The Chief Sentry not only saves time for the customer, but it enables you to handle more trade per hour.

The automatic features of the Chief Sentry, liberally advertised in the Saturday Evening Post and Literary Digest, reassure your trade that they will get full measure for their money. The sight glass on the discharge arm shows the customer that the measure is full. The tally bell announces the completion of each gallon of gasoline delivered. The Bowser centrifugal water separator insures gasoline as dry and pure as when fresh from the refinery. The recording meter acts as a perpetual sales register.

The Bowser Chief Sentry is high enough and big enough to make an impressive appearance and attract trade; it is low enough to go under any filling station canopy. It is unusually attractive in design. Bowser service combined with your personality, will attract more motorists **and bring them back.** Ask for booklet C-16, which describes the Chief Sentry money-making possibilities.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO. LTD.

Toronto - - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

WRITE FOR BOOKLETS

For a Better Finish

Use Cosmos High Grade Lacquers and Lacquer Enamels

You can improve the appearance and durability of your finishes and increase the saleability of your furniture by using Cosmos High Grade Lacquers and Lacquer Enamels.

Lacquer gives a permanent, water-proof surface that is tough and durable.

It dries rapidly, increasing the output of the finishing department. Successive coats may be applied at half-hour intervals, enabling work to be finished in one day.

Samples, prices and other particulars gladly furnished.

Our Specialties:—

Metal Lacquers
Wood Lacquers
Enamels
Bronzing Liquids
Eureka Air Brushes
Amyl-Acetate
Refined Fusel Oil
Collodion
Bronze Powders
Matchless Metal Polishes and Buffing Compositions
Banana Oil

Cosmos Chemical Company
Port Hope Ontario

If interested tear out this page and place with letters to be answered

"Tip Top" Mops

We use a better grade of cotton!

That is why our mops are the best—besides every part is

'MADE IN CANADA"

Have you inquired about our line of mops yet?

WE ALSO MANUFACTURE

Cotton Waste, Wiping Cloths, etc.

CANADIAN COTTON & WOOL WASTE CO.

365 Aqueduct St. Montreal, Que.

Says W. N.:—
"I hear you have been boasting of your family, B.T."
Says B. T.:—
"Why shouldn't I?"

"I come from genuine Bessemer Stock."

We manufacture Wire Nails, Fence Staples, Bale Ties and Fine Wire.

Write us to-day for full particulars.

-THE-

Laidlaw Bale Tie Co., Ltd.

Head Office and Works:

HAMILTON, ONTARIO

Say "Laidlaw Products" to your Jobber

SIMONDS HANDSAWS

Because Simonds Hand Saws give the greatest service to the user Hardware Dealers appreciate their selling power. They are high grade saws of first-class saw steel, mechanically perfect.

Write for Dealers' Discounts

Simonds Canada Saw Co., Limited

"THE SAW MAKERS"

MONTREAL, QUE.

St. John, N.B. Montreal, Que.

Radiant DeLuxe Irons

Radiant DeLuxe Toasters

Single Hot Plates

Double Hot Plates

Four Globe Radiators

RADIANT ELECTRIC CO.,
LIMITED

GRIMSBY, ONTARIO

If interested tear out this page and place with letters to be answered

Master Dealer Assortment
Class "A"

1 No. 500 Billmont Mechanics' Kit.
2 No. 300 Billmont Socket Sets.
2 No. 310 Billmont Socket Sets.
2 No. 400 Billmont Motorists' Kits.
3 No. 200 Billmont Garage Sets.
6 No. 1 Billmont Master Wrench Sets.
2 No. 0 Billmont Master Wrenches.
2 No. 2 Billmont Junior Wrenches.
2 No. 8 Billmont Ratchet Wrenches.
2 No. 9 Billmont 6 inch Extension.
2 No. 10 Billmont 11 inch Extension.
1 No. 350 Cabinet and Socket Assortment.
1 Master Dealer's Large Display Board.

This Fine Billmont Display Board FREE!

Here is a striking display board standing higher than a man, in strong attractive colors that will compel attention for your stock of Billmont Wrenches. It costs us real money to prepare these boards, but our aim is to help you SELL Billmont Wrenches.

One of these fine display boards will be furnished free to selected dealers who sign a Billmont Master Dealers' Contract.

A Live Merchandising Plan for Billmont Master Dealers

We will circularize your mailing list at no expense to you; inquiries will be referred to Master Dealers; newspaper cuts will be furnished free for your local advertising; special Master Dealers' prices enable you to sell mechanics and quantity purchasers; catalogs and advertising material furnished with your name imprinted.

The Billmont Wrench is a worth-while proposition. It fills a real need of mechanics, garages, car owners, farmers, industrial plants; in fact of every one working with nuts and bolts.

Billmont Wrenches are an economy, as well as a wonderful convenience. A set of eight wrenches, with only twenty-four sockets, equal 192 wrenches. It is surely an economy for any man to be able to buy such a **complete** outfit that yet contains so few tools. And you can sell them singly or in sets.

Remember "Billmont Sockets" are absolutely guaranteed against breakages when used with "Billmont Wrenches."

Write us for details of Master Dealer Proposition. It's a profit-maker!

Russell Gear and Machine Co., Limited
1209 King St. W., TORONTO, Canada

BILLMONT WRENCHES

NEW ARENA

Booth 64, Motor Trucks and Auto Accessories
Main Floor West Annex
Canadian National Exhibition

Remington

DOVE LOAD
Also for Rail, Quail, Plover and Rabbit

SQUIRREL LOAD
Also for Rabbit, Duck and Crow

DUCK LOAD
Also for Pheasant
In 12, 16 and 20 Gauge

HEAVY DUCK LOAD
Also for Brant
In 12 and 20 Gauge

RABBIT LOAD
Also for Squirrel
In 12, 16 and 20 Gauge

QUAIL LOAD
Also for Doves, Woodcock and Plover
In 12, 16 and 20 Gauge

A new and better way of selling Shotgun Ammunition

When a customer asks you what load he should use—don't worry over a hundred or more combinations. Ask him what game he is going after. Turn to your Remington Game Loads—and hand him the correct shells at once.

GOOSE LOAD
Also for Fox, Turkey and Raccoon
In 12 Gauge

GROUSE LOAD
Also for Partridge, Prairie Chicken, Pheasant
In 12, 16 and 20 Gauge

The New Remington Game Loads

The new Remington Game Loads are 24 special loads in 12, 16 and 20 gauge—practically designed and scientifically made for the best results in shot-gun shooting. On each carton, there is a life-like, full-color picture of the game for which the load is intended—as well as the gauge of the shells and the size of the shot.

There is no guess work. Your customer is pleased—and doubly pleased when he uses the load. Satisfied customers mean increased sales.

In 12 Gauge

SNIPE LOAD
Also for Rail, Plover and Woodcock
In 12, 16 and 20 Gauge

REMINGTON ARMS COMPANY
INCORPORATED

Cunard Bldg., 25 Broadway, New York City

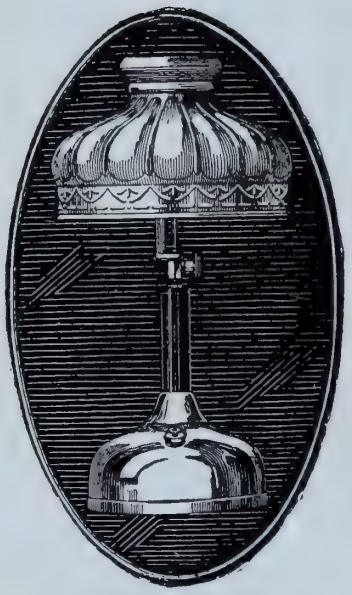
(Remington UMC of Canada, Limited)

Remington Game Loads are furnished only in the famous Wetproof "Nitro Club" Shells

In 12 Gauge

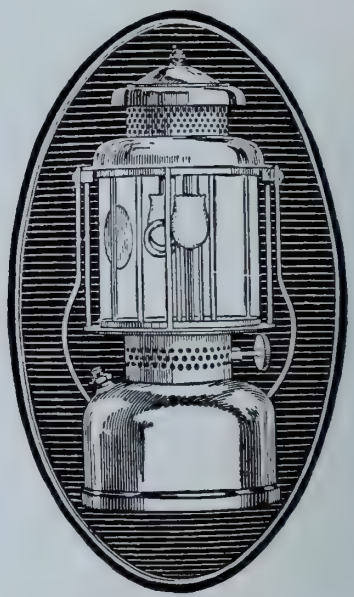
Coleman Quick-Lite
Lamps and Lanterns

Made in Canada



Style L Q 329

"It's the Light they Give that Sells Them"



Style L Q 327

Splendid Profit; Easy Sales!

EVERYWHERE—throughout the broad expanse of the Dominion, merchants are fully alive to the importance of dependable light for farm and home use. Coleman Quick-Lites are fast sellers because people want 300 candle power brilliance. The economy, cleanliness and safety of Quick-Lite Lamps and Lanterns are appreciated in more than a million homes across the border and in Canada.

Coleman Quick-Lites not only sell themselves—they help sell other merchandise for you. If you are handling paint—arrange a display of our color cards and cans with a Quick-Lite Lamp to show the true value of the colors. Use a Quick-Lite Lamp lighted on top of your show case in which you display cutlery. Use the Quick-Lite for lighting up your windows at night. There is no greater attention-getter than a lighted Quick-Lite in any store. Naturally, sales are easy.

Order through your jobber or write us for latest catalogue, price list and selling helps. Address

THE COLEMAN LAMP CO., LTD.

Queen St. E. and Davies Ave., Toronto, Canada

T-1

DUNLOP
CORD TIRES FABRIC

This Tire Fact is Certain
--DUNLOP Dominates

Dunlop Tires can be bought at your nearest Garage. Note the word **nearest.** We sell to every legitimate dealer —play no favorites. That means not less than 7,500 Garages or Tire Dealers throughout Canada are prepared to look after your tire needs immediately.

Sometimes when in quest of a tire you are advised to try this place or that place. Not so with Dunlop. **If he sells tires he stocks Dunlop.**

Because Dunlop Tires have a greater distribution than any other make, they have become known, not only as

The Tire That's Easiest to Get

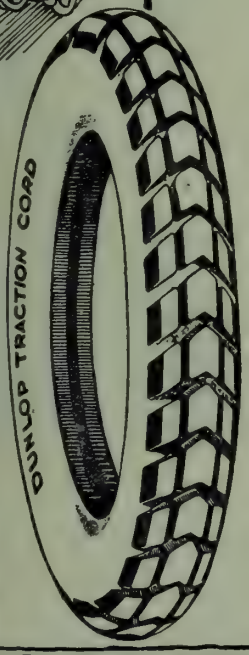
But

The Tire That's Easiest to Get Mileage Out Of

If you want concrete evidence of just how good Dunlop "Cords" or "Fabrics" are to-day, turn this fact over in your mind:—

All Mileage Records in Canada Have Been Completely Eclipsed This Year by Dunlop Cord and Fabric Tires

Dunlop Tires, with Dunlop Extra-Heavy Tubes, challenge the world for Mileage, Comfort, Safety, Endurance and General Appearance.



Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto
Branches in the Leading Cities.

DUNLOP TIRES
CORD AND FABRIC
Master Mileage Makers

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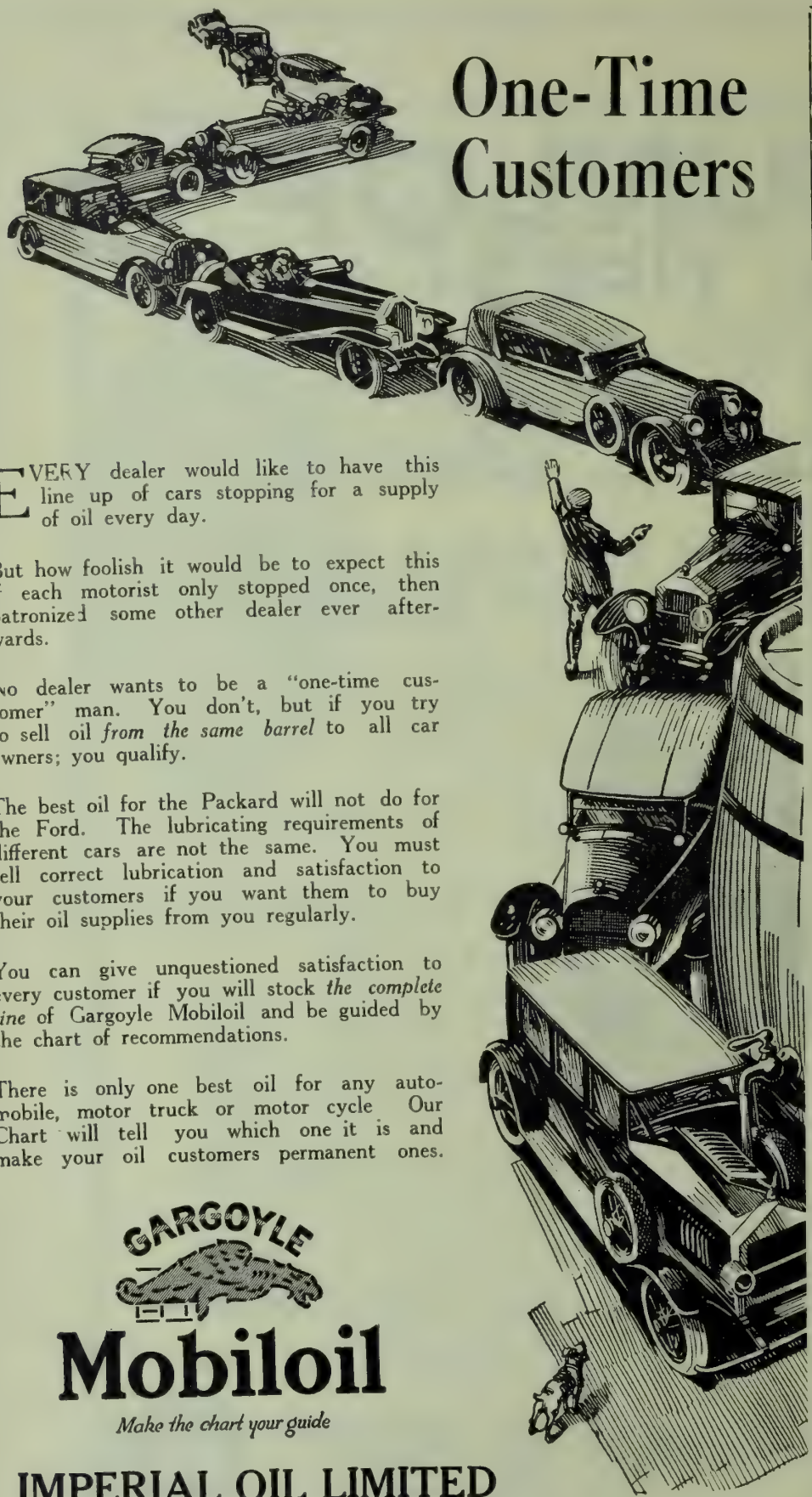

One-Time Customers

EVERY dealer would like to have this line up of cars stopping for a supply of oil every day.

But how foolish it would be to expect this if each motorist only stopped once, then patronized some other dealer ever afterwards.

No dealer wants to be a "one-time customer" man. You don't, but if you try to sell oil *from the same barrel* to all car owners; you qualify.

The best oil for the Packard will not do for the Ford. The lubricating requirements of different cars are not the same. You must sell correct lubrication and satisfaction to your customers if you want them to buy their oil supplies from you regularly.

You can give unquestioned satisfaction to every customer if you will stock *the complete line* of Gargoyle Mobiloil and be guided by the chart of recommendations.

There is only one best oil for any automobile, motor truck or motor cycle Our Chart will tell you which one it is and make your oil customers permanent ones.

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil.

T-3165

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

How to Read the Chart:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
BB means Gargoyle Mobiloil "BB"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	A	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton Buda Eng.	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model S-F	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (1½ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)							A	A	A	A
" (Model 490, G. & H. Del	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A	A	A	A	A	A	A
Garford (3½ & 7½ ton)	A	A	A	A						
" (2 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3½ & 5 ton)	A	A	A	A	A	A	A	A	A	A
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G. M. C. (Model K15)			B	A						
" (Mod. K16, K41, K71, K101	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc		
Gray Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Haynes (6 cyls)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	A				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Kissel Kar (12 cyl.)									A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Koehler (Model M)	A	A	A	A	A	A	A	A		
" (Model MT)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	E	A	E	A	E	A	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Moon	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Nash	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
National (6 cyl.)	A	A	A	A	A	A	Arc	Arc	Arc	Arc
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models										Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	A	A	Arc	Arc
" " All Other Models	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
R & V Knight	BB	A	B	A	B	A				
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Rolls Royce	B	A	B	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc	A	Arc	E	E	E	E
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	A	A	A	A	A	A	A	Arc
Service (Model 220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Model 15)	A	Arc								
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	B	B
White (Mods. 15-45 & 20-45)	A	A								
" (16 valve)							A	A	A	A
" (3 & 5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

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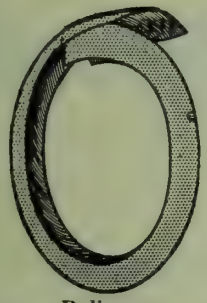
Think of the Mileage Since May 1!

Thousands of tubes and casings are needing repairs after summer touring.

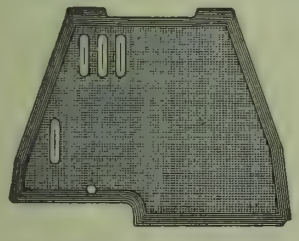
Sort Your Stock of---

GUTTA PERCHA

ACCESSORIES



Reliners

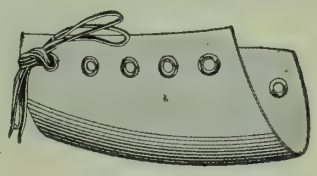


Heatproof Mats

Sort your stock now. Not only are there thousands of tubes and casings that have been used all summer and are now coming due for repairs, but there are yet many weeks of pleasant weather to wear out more.

Customers will be coming into your store rather often to ask for something to patch the "flat ones." Be ready to hand out the "Vulkapatch" and "Sealtite" with a reminder that they need no tools but the hands and the tube can be used at once. Tell them when the tube really goes that you can assure satisfaction with a "Gutta Percha" Tube.

"Quality All Through"



Lace-on Boots

Sealtite Patches

Gutta Percha & Rubber Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

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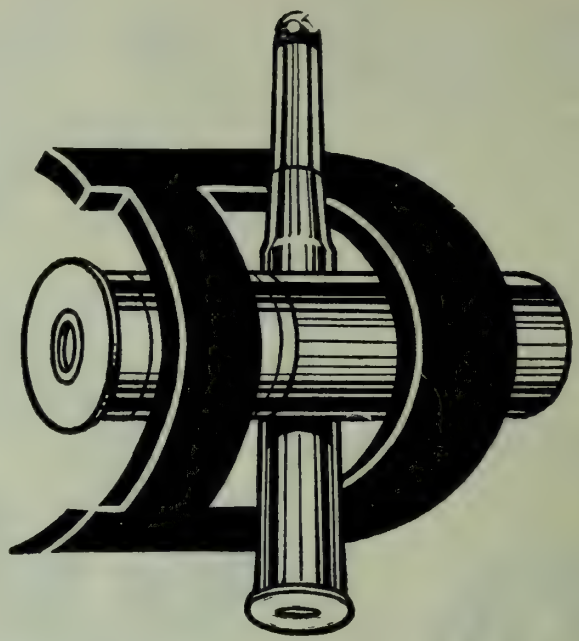

Make Dominion Metallics Your Leaders This Fall

From BB Caps and .22's up to the speedy 30-30, Dominion Metallic Cartridges offer the dealer in ammunition a complete line which has long been famous for **dependability.** Even in the larger calibres, Dominion Ammunition holds enviable records.

Make these Metallics the basis of your ammunition stock this Fall—make them the leaders that will help increase your sales to sportsmen. Be sure your stock includes the Dominion .22 Super-Accurate and the New 30-30 with its extra speed of 200 feet per second. Both are big sellers, guaranteeing satisfaction to your customers.

Remember Dominion Ammunition is Dependable Ammunition, which you can safely back with your personal assurance.

Dominion Shot Shells hold many records at the traps and give genuine results in the field.

Check up your stock to-day, and order from your jobber.

Dominion Cartridge Co., Limited

Owned and Operated by;

CANADIAN EXPLOSIVES LIMITED

Halifax Montreal Toronto Sudbury Winnipeg Vancouver

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The Viking Line

SERVICE THAT SATISFIES

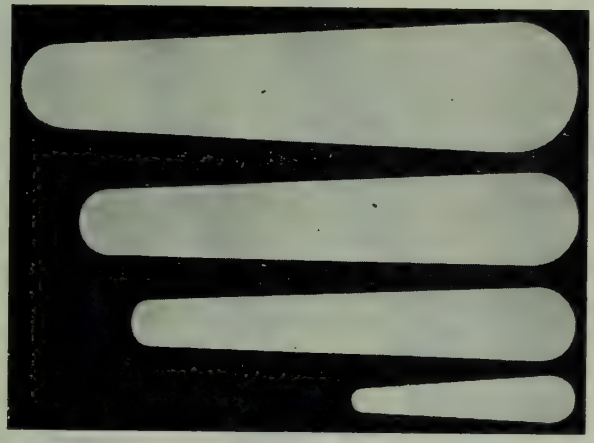
GOOD PRODUCTS AND FAIR PRICES

VALUE that is EARNED

HOCKEY STICKS

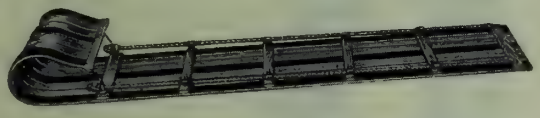
STAPLE LINES

We specialize in high grade sticks for team and match play. Ash, Maple, Elm, all shapes and grades and all prices



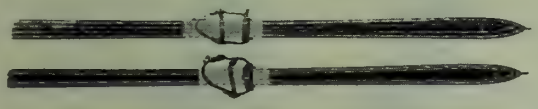
VIKING IRONING BOARDS
Quick Selling and Satisfactory

TOBOGGANS



Maple—Two Grades

SKII—AND ACCESSORIES



The famous Ostbye Norwegian Ski at very favourable prices.

HICKORY, ALSO ASH

Imported and Domestic Ski, Poles, Harness
High-grade Canadian made ski of choice edge grain mountain white ash.

STEP STOOL

Should be in every home

Best Bamboo poles
Choice leather harness

The Rice Lake Canoe Company Ltd.

COBOURG - ONT.

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Marlin

Repeating .22 Rifles

50 Years Young !
50 years experience in making highest grade firearms, but **there's not an old style gun in the Marlin line.**

Order from your jobber.

Marlin

Repeating Shotguns

With 20 years experience in repeating shotguns—we know what to make and how to make it—note these illustrations.

All good jobbers carry the Marlin line.

Model 20

Model 38

Model 39

Model 42

Model 28

Model 31
20-Gauge

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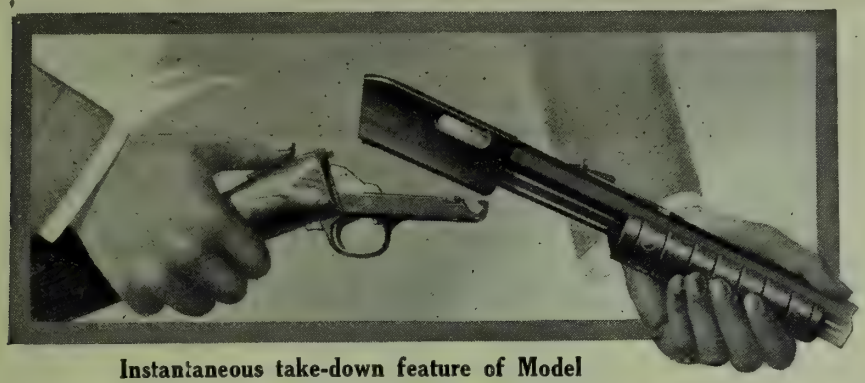

Instantaneous take-down feature of Model No. 38 Rifle—the fastest selling .22 Repeater ever made.

Marlin

Repeaters

—the complete line

A remarkable selling combination! Guns that set the pace in design, accuracy and workmanship—and the most widely advertised—sold at new prices that set the pace in fast and profitable sales.

.22 Repeating Rifles

All Marlin .22 Caliber Rifles have: **Side-Ejection**—we discarded all old style top-ejecting guns 30 years ago. **Standard 24-inch Barrels**—we make no guns with stubby sawed-off barrels—**Standard Length Buttstocks—Ivory Bead Sights—Ballard Rifling—Take-Down,** easy to clean and convenient to carry—**Extra Quality Workmanship throughout.** They all shoot in the same rifle .22 Short, .22 Long and .22 Long-Rifle Cartridges.

Model No. 20—The premier repeating rifle for those who prefer the slide action and visible hammer. 25 Shots! Ivory Bead Sight! Full length octagon barrel! A man's size rifle—and a fast seller at its remarkably low price. Retails at a reasonable price.

Model No. 38, .22 Caliber Hammerless Repeating Rifle—sells on sight to all gun lovers. It is years ahead of all other .22 rifles in design, equipment and workmanship. **Ivory Bead Sight! Full pistol grip buttstock! Perfect build and balance! The instantaneous take-down,** with its many other superior features makes it **worth twice as much as any similar rifle,** yet it retails at reasonable prices.

Model No. 39—The only .22 Lever Action Repeater on the market. The choice of expert and professional shooters and all others who like to use the lever action in a small game and target rifle as well as in their big game rifles. **The best made .22 rifle in the world!** Retails at a reasonable price.

12 and 20-Gauge Shotguns

Marlin Repeating Shotguns are the best constructed and most up-to-date guns made.

Model No. 28, 12-Gauge Hammerless—Won the World's Championship at the last Olympic Games. The safest breech-loading shotgun ever built. Has perfect lines and more style than any other similar construction. A strongly built, powerful gun for use on ducks, geese, foxes, and all upland game and also for trap-shooting and other long range work. 6 Shots. Retails at a reasonable price.

Model No. 31, 20-Gauge Hammerless—the only real 20-gauge repeater. **Perfectly proportioned and built as a 20-gauge gun should be.** Handles with the utmost satisfaction the new powerful duck loads in 2¾-inch shells as well as the less powerful 2½-inch loads. A quick, light-weight, wonderful gun for all upland game and rail birds. 5 Shots Retails at a reasonable price.

Model No. 42, 12-Gauge Visible Hammer—A quick handling, hard-hitting, long-range gun that brings down the game far beyond the range of the average 12-gauge gun. Chambered to handle 2¾ and 2⅝-inch shells. **Quick Take-Down**—for convenient carrying and cleaning. 6 Shots. Retails at a reasonable price.

Marlin Big Game Rifles are made in .30-30, .32 Special, .32-40 and .38-55 calibers. They are ideal guns for hunting all North American Big Game.

DON'T DELAY ANOTHER DAY! Send us your firm name and address—get on our mailing list—receive our dealer co-operation—a most complete service. It means gun sales for you. Write us for the Marlin complete catalogue and dealer prices and selling helps.

The Marlin Firearms Corporation

New Haven, Conn., U. S. A.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.,
Montreal, Quebec.

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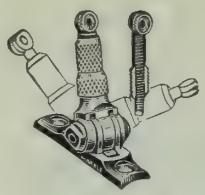


There's a Growing Demand for MARBLE'S Gun Sights and Cleaning Implements

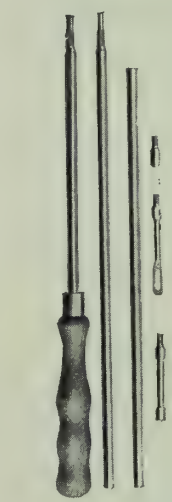
Men know they can depend on Marble's axes, knives, gun sights, cleaners, compasses, etc.—sell goods that are right and avoid complaints. Most jobbers handle Marble's Outing Equipment—order direct if your jobber can't supply you. Prices quoted are Canadian list, liberal dealer discounts.

Expert Knife—Designed especially for hunters, trappers, guides—thin, keen edge for dressing skins, furs—back of blade designed for scraping skins. List price $3.50—fine leather sheath included.

Flexible Rear Sight—Pronounced by experts a **perfect rear sight**—fits all American rifles. Unequalled for game or target. List price $5.50. Complete line of Marble's Gun Sights described in catalog—be sure you have it.

Jointed Rifle Rod—Solid as 1-piece rod—can't wobble, bend, break. 26, 30, 36 in. long—brass or steel, in cloth bag. List price $1.75.

Rifle Cleaner—Softest brass gauze washers thoroughly clean without injuring finest gun—attaches to any standard rod. List price 85c. **Shotgun Cleaner**, same as above, $1.40.



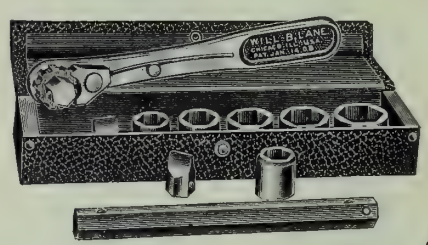
Nitro Solvent Oil—Dissolves residue of all powders, prevents rust. List price, 2 oz. bottle 50c, 6 oz. can 90c, 1 quart can $2.45.

Marble Arms & Mfg. Co.

5350 Delta Ave. **Gladstone, Mich.**

Canadian Rep., Fraser Co., Montreal,—
R. H. Conley, Winnipeg

LANE'S UNIQUE RATCHET SOCKET WRENCH SETS



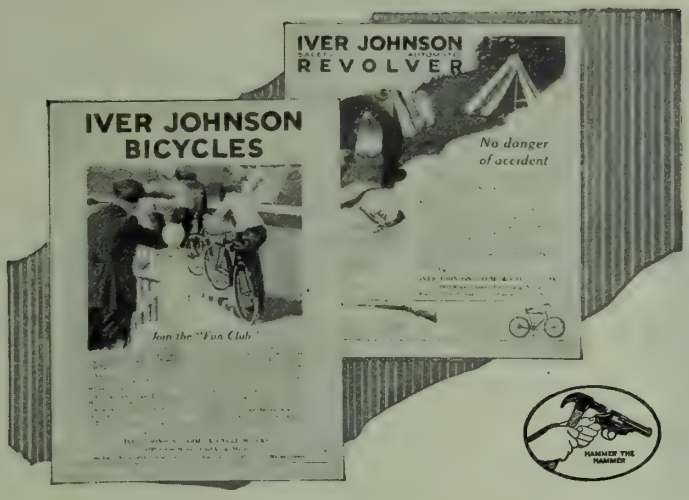
Have been the standard for 12 years.

A powerful wrench that will save many times its price by reaching nuts and bolts otherwise inaccessible. All steel construction—wearing parts hardened—sockets broached from solid steel—accurate openings—neat and substantial containers.

The up-to-date Jobber and Dealer should have a stock to meet the demand for this fully guaranteed line. Write for descriptive literature and discounts.

Will. B. Lane Unique Tool Co. **422 S. Dearborn St., Chicago, Ill.**

If interested tear out this page and place with letters to be answered



Are you taking advantage of our powerful advertising campaign?

Each year the house of Iver Johnson launches a new and powerful national advertising campaign. We have been continual and consistent national advertisers for years.

The advertisements reproduced in miniature on this page show you the kind of advertising that has been appearing all during this year.

You can cash in heavily on the Iver Johnson advertising. Iver Johnson advertising reaches over 16,000,000 people — clerks, laboring men, farmers, professional men, executives, sportsmen, housewives.

Stock the entire line of revolvers — calibres 22, 32, 38 and 32 special. 6 shot. Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.

Why not stock Iver Johnson Champion Single and Hammerless Double Barrel shotguns — accurate, dependable, low-priced? There are none better. Then you will secure the benefit of the entire line of Iver Johnson firearms.

Round out your line with Iver Johnson Truss Bridge bicycles. Strong, speedy, easy-riding, durable. They will sell at prices to suit everyone.

FREE! Three interesting booklets, also complete dealer information. Send at once for one or all of these booklets. "A38"—Firearms. "B38"—Bicycles. "C38"—Motorcycles.

IVER JOHNSON'S ARMS & CYCLE WORKS

38 River Street, Fitchburg, Mass.

Revolvers—Shotguns—Bicycles—Motorcycles

New York Office: 99 Chambers St.
San Francisco Office: 717 Market St.
Chicago Office: 108 West Lake St.

IVER JOHNSON

FIREARMS BICYCLES

If interested tear out this page and place with letters to be answered

A Healthy Proposition--

¶ Practically every worth-while buyer of hardware will eventually realize the possibilities in the Athletic Goods line.

¶ We are the foremost manufacturers of athletic equipment in the Dominion and solicit your inquiries at this time regarding Fall and Winter business which from all indications will be the greatest ever.

A. J. REACH CO. OF CANADA
LIMITED
BRANTFORD ONTARIO

No. 579

The Popular Priced Golf Bags

Will Satisfy Your Trade

One of Canada's prominent professionals said to our foreman: "You are making the best golf bags in America." So you can be assured our bags will satisfy your trade.

No. 578 is made in 5″ and 6″ of heavy white duck with leather trimmings. No. 579 is made in 5″, 6″ and 7″ sizes, of heavy olive or white duck, leather trimmings, with hood and locking device.

These are just to give you a good idea of the complete line we make in Canada, and only best materials are used. They are designed according to specifications furnished by professional golfers.

Write to-day for our prices.

Lamontagne Limited.

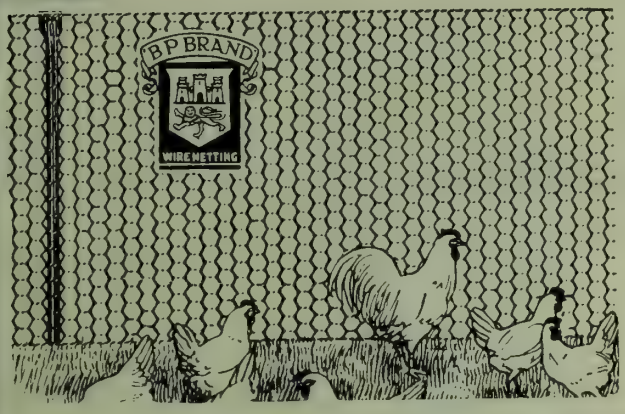
BALMORAL BLOCK
338 Notre Dame Street West, Montreal, Can.
(Near McGill Street)

No. 578

If interested tear out this page and place with letters to be answered

B.P. BRAND
WIRE NETTING

B.P. Brand Chicken Netting



IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature Enquiries invited.

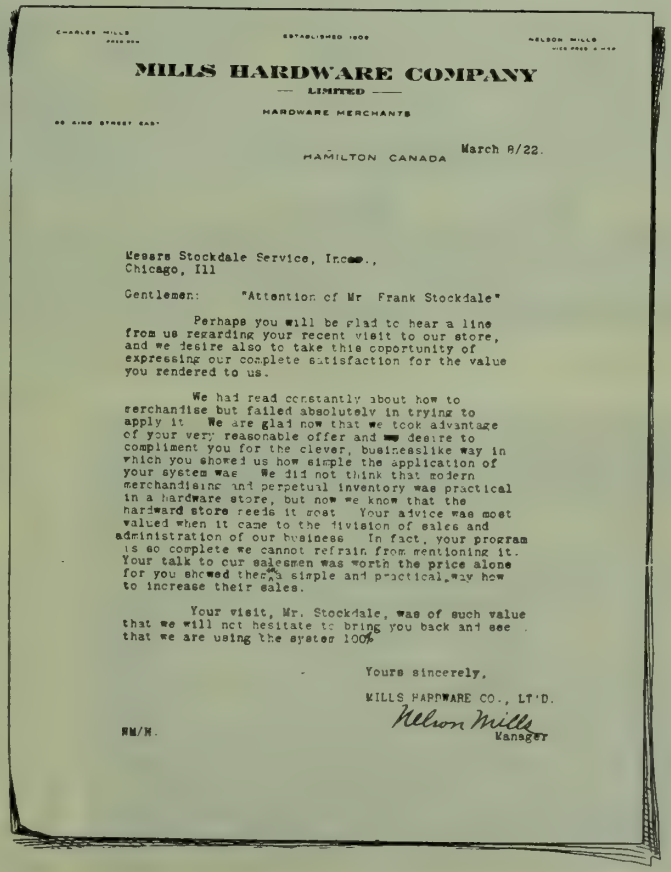
Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

Evidence of the high opinion which Nelson Mills, Vice-President of the Mills Hardware Co., Hamilton, Ont., holds for the merchandising system installed in his store recently by Frank Stockdale is contained in the letter reproduced on this page from Mr. Mills to Mr. Stockdale of the Stockdale Service Inc. 115 S. Dearborn St., Chicago, Ill.



MILLS HARDWARE COMPANY
— LIMITED —
HARDWARE MERCHANTS

HAMILTON CANADA March 8/22.

Messrs Stockdale Service, Inc.,
Chicago, Ill

Gentlemen: "Attention of Mr Frank Stockdale"

Perhaps you will be glad to hear a line from us regarding your recent visit to our store, and we desire also to take this opportunity of expressing our complete satisfaction for the value you rendered to us.

We had read constantly about how to merchandise but failed absolutely in trying to apply it. We are glad now that we took advantage of your very reasonable offer and we desire to compliment you for the clever, businesslike way in which you showed us how simple the application of your system was. We did not think that modern merchandising and perpetual inventory was practical in a hardware store, but now we know that the hardward store needs it most. Your advice was most valued when it came to the division of sales and administration of our business. In fact, your program is so complete we cannot refrain from mentioning it. Your talk to our salesmen was worth the price alone for you showed them a simple and practical way how to increase their sales.

Your visit, Mr. Stockdale, was of such value that we will not hesitate to bring you back and see that we are using the system 100%.

Yours sincerely,

MILLS HARDWARE CO., LT'D.

Nelson Mills
Manager

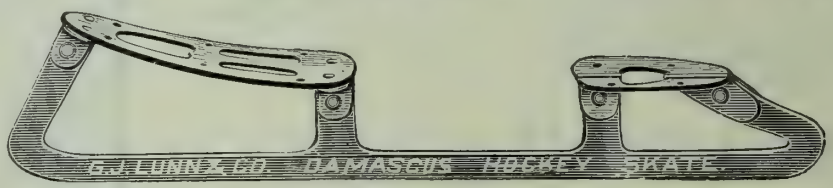
NM/M.

The Original Keystone WESTCOTT Adjustable "S" Pipe Wrench

Makes a special appeal to your customers because it can be used in many out-of-the-way places quite inaccessible to the ordinary monkey-wrench. These efficient, reliable wrenches are made of first-class material, and are strong and durable.
These are the genuine Keystone "Westcott" wrenches, plainly trade marked "Westcott" on the handle. Many of your customers have used these exceptionally satisfactory wrenches for years and will replace them with no other kind. Display them well. Let the prospects know you have "Westcott" wrenches.
If your jobber cannot supply you, write us direct.

The Keystone Mfg. Company, Postal Station "B", Buffalo, N. Y.

The famous "LUNN" skates



Hand Forged
for high or low heels

For Prices Write to

G. J. LUNN & CO., Montreal

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,
Have established and maintained their reputation, for superiority, against all Competitors, from
THE YEAR SEVENTEEN HUNDRED & FIFTY,
and are still in increasing demand. As in the past, it is the unalterable
DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.
WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
F. G. Maxwell & Co., 707 Union Trust Buildings, Winnipeg, Manitoba.

AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

If interested tear out this page and place with letters to be answered

BALL BATS

Merchants find these excellent bats make a hit with their baseball customers and sell out early in the season. These bats are made from clear straight-grained ash. They are shaped and finished to suit the most critical "fan" that ever came to bat.

Send for new price list just issued.

ST MARYS WOOD SPECIALTY CO., LIMITED
ST. MARYS, ONT.

High-Quality Wrenches

Packed in convenient Pocket size, high-grade Leatherette case

Write us for a description of the material and workmanship in our Wrenches.
We make SOCKET AND FLAT WRENCHES in various styles.
Something different—Made by new patented process.
In a class by themselves, through their general superiority.
Rust-proof and Rubber Gloss finished.
Let us quote you prices—Now.

Manufactured by

The Gray Ball Bearing Co.
Limited

686-692 St. Clarens Ave. Toronto

STAR COAL CHUTE

SOMETHING NEW

Housing over top of Door—Concealed Hinges—Cast Iron Frame—Galvanized Steel Door—Automatic Lock, open or shut—Packed one in a Carton — Guaranteed — Price is right.

BEATS THEM ALL

The Chute has a neat and attractive appearance, the housing giving absolute protection against the weather. Let us tell you more about it. Ask for circular and price. Please give us your jobber's name.

Sterling Foundry Co.,

8 WINTER AVENUE
STERLING, ILL., U.S.A.

PUMPS

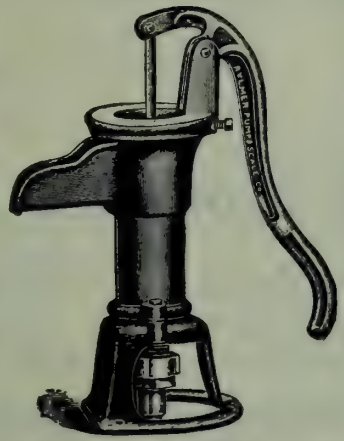
For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery



AYLMER PUMP & SCALE CO.
AYLMER, ONTARIO

Extension Ladders

We make Extension Ladders, Section Ladders and Straight Ladders of every description.

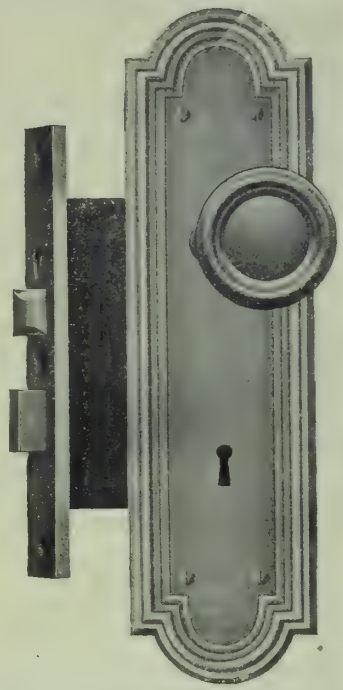
Our Extension Ladders have best hickory rungs and are equipped with sturdy hardware. Easy to raise or to lower.

Write for prices

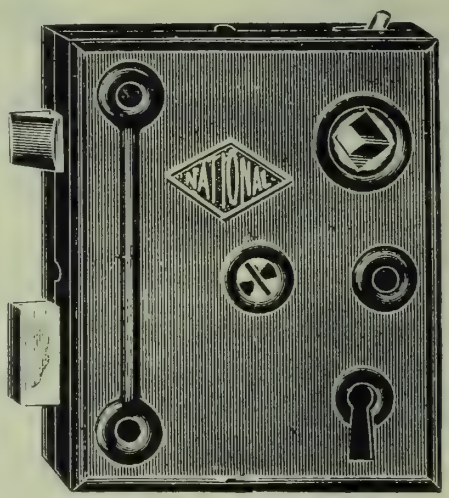
SEMMENS & SON,
174 York St.,
HAMILTON

If interested tear out this page and place with letters to be answered

The NATIONAL LINE OF ORILLIA



No. 6785
Up to the minute Lock Sets



No. 3800
Steel Rim Locks

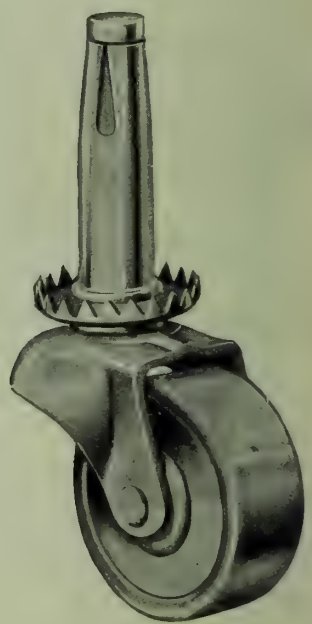
WE ALSO MANUFACTURE

DESIGNED HARDWARE, TRIMS, MORTICE, and RIM LOCKS.

FURNITURE CASTERS.

CAST IRON GOODS
including
DOME DAMPERS,
SOOT DOORS,
FIRE BASKETS,
ETC., ETC.

No. 34—20, 22 and 24-inch long.
Portable Fire Baskets



No. 5
Casters

National Hardware Company, Limited

ORILLIA, ONT.

Western Representative: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.

If interested tear out this page and place with letters to be answered

Two Burner Hot Plate

Heatray

A4 Range

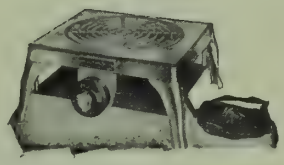
C6 Range

Your Opportunity

No matter how soon the coal strike ends—there is bound to be more or less scarcity. Your customers **know it.**

—YOUR OPPORTUNITY!

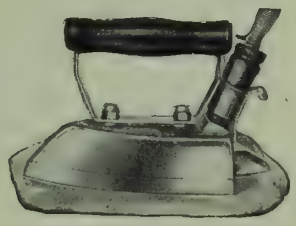
Are you well stocked with



One Burner Hot Plate

Toaster Stove

National
ELECTRIC
Appliances



Model B 6 lb. Iron

We are doing our part by showing your customers through our advertising how electricity will help solve the heating and cooking problem.

—and how National Electric appliances meet the requirements in the most efficient way.

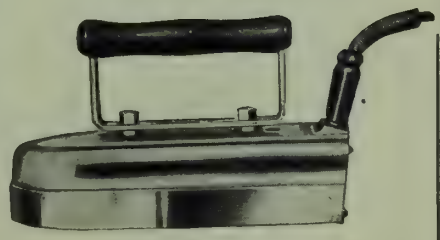
ARE YOU READY! Don't wait till the rush strikes you!

Order NOW.

THE NATIONAL ELECTRIC HEATING CO., LIMITED

Toronto, Canada

Room 507 New Birks Bldg. **Montreal, Que.**
52-56 Albert St. **Winnipeg, Man.**
1001 Standard Bank Bldg. **Vancouver, B.C.**



Tailor's Iron

If interested tear out this page and place with letters to be answered

Greenings Cow Ties and Cattle Chains

The celebrated Greening Chain made from hard drawn steel wire gives maximum strength for weight of material used. All fittings being of proportionate strength there is no weak point. Strength, lightness and handsome appearance are Greening characteristics that make a sure appeal to your customers. Trace, post, halter and other chains of all descriptions. Order through your jobber or write us.

THE B. GREENING WIRE CO., LIMITED

Hamilton, Ontario

Montreal **Winnipeg**

If interested tear out this page and place with letters to be answered

Canada's Glorious West

The land of Ambition, Energy—Opportunity

Portage Ave. Winnipeg

Western Canada Wheat Field

POSSIBILITIES OF THE GREAT WEST

The three Prairie Provinces have a land area of 454,789,678 acres. There are 178,000,000 acres fit for farming purposes but in 1921 only 35,847,000 acres were under cultivation.

The interior plains of Canada and the plains of Russia are the world's reserve granaries of hard spring wheat. The record production of Canadian wheat is 393,542,600 bushels (in 1915).

Canada, through the western provinces, has risen to second place in the world among wheat producing countries and Canadian wheat leads the world in quality. Nine-tenths of our wheat is grown in the west. Only one-tenth of our wheat lands are under cultivation.

Fraser River above Lillooet, B.C.

Lake of Epsom Salts, near Basque, B.C.

Herd of Ayrshires, Western Canadian Ranch

Lake Louise and Victoria Glacier

Canada's Glorious West

The land of Ambition, Energy—Opportunity

All Set For the Fall Rush

WITH A

COMPLETE

WESTERN CANADIAN SERVICE

WINNIPEG	REGINA	CALGARY	EDMONTON
Man.	Sask.	Alta.	Alta.

Western Made For Western Trade

Corrugated Iron—Galvanized or Painted

METAL SHINGLES
EAVESTROUGH
METAL SIDINGS
CONDUCTOR PIPE
ETC., ETC.
METAL CEILINGS
CONDUCTOR PIPE ELBOWS

MAX

Portable Corrugated Granaries, Oil Tanks, Oil Barrels, Range Boilers, Stock Watering Tanks

A Full Assortment in All Gauges and Sizes

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate, Plain Copper, Tinned Copper, Zinc, Solder at all points.

Fall and Harvest Business Winners

GRANARIES
STOCK TROUGHS
OIL CONTAINERS

WILL MAKE PROFITS FOR YOU

Western Steel Products Limited

SEND YOUR ORDERS TO THE NEAREST ADDRESS
FOR QUICK SERVICE

Canada's Glorious West
The land of Ambition, Energy—Opportunity

Important Message to Retailers:

You Sell Quality when You Sell

BUFFALO BRAND

English Motor Oil

Tractor-elene Oil

Electro Gasoline

Trans-mission Lubricants

The Reasons Are These:

"Buffalo Brand" Products are sold only through Reliable Retail Merchants

The QUALITY is of the HIGHEST STANDARD

Back up a QUALITY LINE that stands back of you

THE PRAIRIE CITY OIL COMPANY, LIMITED

WINNIPEG, MAN.

Branches: Saskatoon—Moose Jaw—Medicine Hat—Lethbridge

Canada's Glorious West
The land of Ambition, Energy—Opportunity

North Star Oil & Refining Company LIMITED

"A Grade of Oil for Every Need."

Mr. Dealer

Regardless of what Oils you are *now* handling it will pay you to consider "North Star" Oils and Greases. Write us for samples and prices.

"High as the Stars in Quality"

Some North Star Products

WM. PENN MOTOR OIL
FRENCH AUTO OIL
STAR TRANSMISSION OIL
600 TRANSMISSION OIL
FRENCH TRANSMISSION GREASE
TRACTOR HARD OIL
ROYAL HARD OIL
KEYSTONE SPECIAL KEROSENE

HIGH LIFE GASOLINE
RED STAR GASOLINE
ROYAL GASOLINE
WHITE STAR KEROSENE
JERSEY SEPARATOR OIL
ROYAL CASTER AXLE GREASE
ROYAL HARNESS OIL
FLOOR OILS

Red Star Gasoline—"Made in Canada"

Canada's Glorious West

The land of Ambition, Energy—Opportunity

August 1922

WINNIPEG WAREHOUSE STOCK MATERIAL

ON HAND
READY FOR

IMMEDIATE SHIPMENT

If it's Steel or Iron
WE HAVE IT!

THE
MANITOBA STEEL
AND
IRON COMPANY
LIMITED
WINNIPEG, CANADA
Phone : N. 6677

Railway, Marine and Mining Supplies

BARS

Iron and Mild Steel Re-inforcing

Write for copy of our Monthly Stock List

Canada's Glorious West

The land of Ambition, Energy—Opportunity

The Trade Mark
Behind the "Hardware House
of Quality"

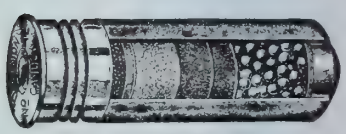
DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

SPORTING GOODS
For All Seasons

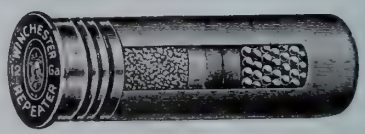
Guns and Ammunition are particularly brought to your attention just now. The handsome gun shown here is but a bare indication of the Ashdown offerings in shotguns, and all kinds of rifles.

We supply component parts for all the leading makes of firearms and anything in the ammunition line. For the good of your business, and to insure greater turnover, show good displays of these goods and Ashdown Toboggans, Sleds, Skates, Hockey and Football Supplies, etc.



DOMINION
"Canuck"

REMINGTON-U.M.C.
"Nitro Club"

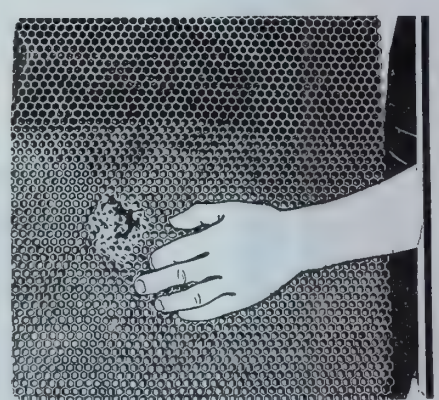


WINCHESTER
"Repeater"

The J. H. Ashdown Hardware Co., Limited

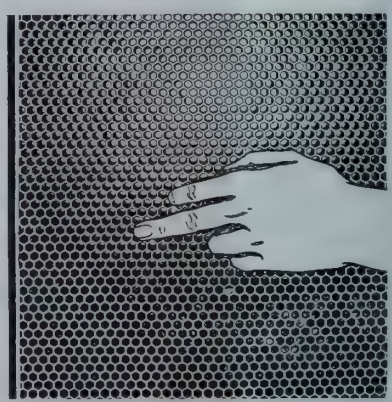
CALGARY **WINNIPEG** **SASKATOON**

THE SUREST SELLING RADIATOR ON THE MARKET



If an accident caused this—

The repairman would do this



And your Cartridge Radiator would be as good as new.

THIS IS THE CARTRIDGE RADIATOR CORE

As shown in the cut it consists of a number of Cartridges, from which it derives its name. This core is being used almost universally in the United States both to replace old radiators and also in the equipment of new cars.

We are now in a position to supply on short notice cores for any car, truck or tractor. Prices on request.

GUARANTEE SHEET METAL & ROOFING CO.
478 Portage Avenue, Winnipeg, Man.

Exclusive Distributors for Manitoba, Saskatchewan and Alberta
AGENTS WANTED

If interested tear out this page and place with letters to be answered

Canada's Glorious West

The land of Ambition, Energy—Opportunity

"WE ARE AT YOUR SERVICE"

WITH

LARGE ASSORTED STOCKS, and GUARANTEE SPOT SHIPMENTS

BUILDING PAPERS AND SHEATHINGS (Tarred and Plain), RUBBER ROOFINGS OF ALL KINDS, CARPET FELTS, BURLAP FELTS, TARRED FELTS, ASPHALT FELTS, RED ROSINS, BLUE PLASTER BOARD, ASBESTOS PAPERS, ASPHALT SHINGLES (Red and Green) ASBESTOS PLASTIC AND SEMI-PLASTIC ROOF COATINGS, ROOFING CEMENTS, WALL BOARDS, ROOFING PITCH, ETC., ETC.

Write for Catalogue and Price List

D. J. LADD & COMPANY

WINNIPEG **MANITOBA**

Makers of
"Wakyte" Chemical Closets
"Wakyte" Powder Chemical

WAKYTE MFG CO LTD · WINNIPEG · CANADA · TRADE MARK REGISTERED

Wakyte Products
of Quality in "Wakyte" Toys
"Wakyte" Weather Strip

The name "WAKYTE" on a product helps to build your reputation for honest merchandise at fair prices. The goods here described are made in Canada and are endorsed by thousands of satisfied users in all parts of the Dominion.

"WAKYTE" CHEMICAL CLOSETS

Here Are Some Popular Sellers

PATENTED

Chemical Closets That BUILD BUSINESS

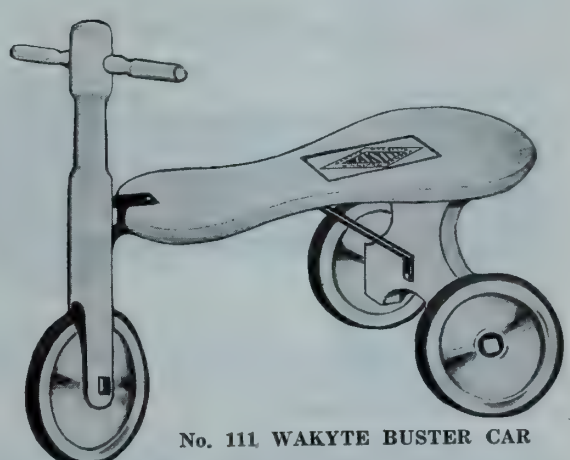
Wakyte Sanitary Chemical Closets fill a long felt want in districts where recognized conveniences are not found. A specially designed article with corrugated iron body, and with selling points that give service to the buyer, and a quick turnover and substantial profit for the dealer.

Wakyte Powder Chemical

We strongly recommend Wakyte Powder Chemical for use in all Sanitary Chemical Closets. In addition to containing much greater disinfecting properties than liquid chemical, it may be shipped under any weather conditions without loss or damage. Put up in attractive lithographed cans.

Wakyte Weather Strip

Made of selected oak nicely finished with green felt. Groove is made in the oak, and felt is firmly forced into groove, and then glued, giving it splendid wearing qualities and longer life.



No. 111 WAKYTE BUSTER CAR

is equipped with three pressed steel disc wheels and rubber tires. The body is artistically finished in Canary Yellow Enamel; wheels in Vermilion Enamel. Same size as No. 100, shipped three to a crate.

Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow, and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.

Place your order through your Jobber or direct

S. H. Whyte Manufacturing Co. Limited

WINNIPEG, MANITOBA

W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., Toronto, Ont. And all jobbers in the Prairie Provinces.

Canada's Glorious West

The land of Ambition, Energy—Opportunity

THE SWAN WEATHER STRIP

is made of WOOD and FELT

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The wood is selected Fir, nicely finished. The felt is manufactured specially of lasting quality. Color, green.

Holes are drilled to prevent splitting. Nails are supplied with every set.

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Phone Sher. 805

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Burgess "B" Batteries were designed by radio experts for exclusive radio use, and these radio features are **fully patented.** You will find this special radio construction in Burgess "B" Batteries only.

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are assembled in a waterproof container of felt and asphaltum that absolutely prevents short circuiting from moisture.

Large insulated nuts make use of pliers unnecessary.

Connections and terminals are so carefully insulated that it is impossible to have accidental short circuit.

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Our Polar Liquid ANTI-FREEZE is made from Glycerine, Alcohol and Distilled Water.

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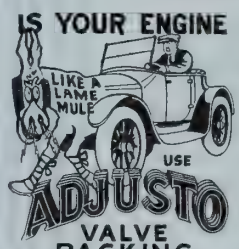

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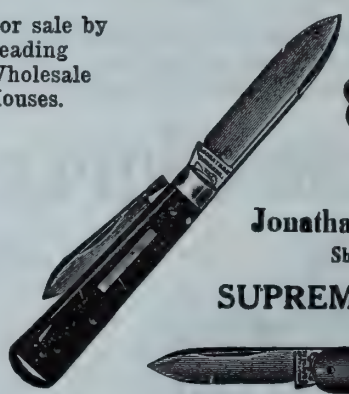

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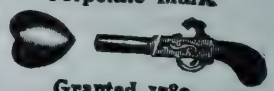

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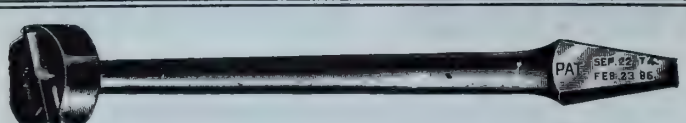

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Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada. Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.
S. H. Whyte Mfg. Co., Winnipeg.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.
Sterling Foundry Co.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd. Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

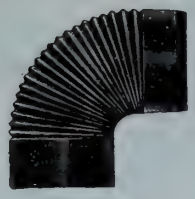
DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

DOOR HOLDERS
G. W. Mallory & Co., Blenheim, Ont.



ELBOWS

Collins' riveted elbows are well made from good material. We have them in the following sizes:

Black Iron

3"....90°	3"....45°
4"....90°	4"....45°
6"....90°	6"....45°
7"....90°	7"....45°

Galvanized Iron

6"....90°	6"....45°
7"....90°	7"....45°
8"....90°	8"....45°

Ask for
COLLINS

Safety Stove Pipes

The Kind With The Split Rivet

Collins' stove pipes are made with the utmost care. Every length is inspected and is a sure fit. The iron is of the best quality and enables the dealer to sell at the top price. There is an excellent margin of profit for the dealer who sells Collins' pipe. We make galvanized pipe in the knocked down pattern.

QUALITY OIL CANS

Plain Spout Cans

These are made with large, strong spout. Oil flows quickly and without gurgles.

Side Rest Cans

Made from heavy materials, with quick shutting-off faucet.

Shipping Containers

The jacketed cans are covered with a galvanized iron jacket instead of wood. They will not get punctured in the side as easily as the wood veneer cans.

Never-Fail Oil Cans

On the market for ten years and still going strong. The handiest oil can yet invented. No lifting to empty, thus cleaner to handle. Pours quicker than any other style and shuts off as quick as a wink when you touch the valve. The price is away down now, so sales are large. Get in on this good thing and order a stock at once.

ASBESTOS LINED THIMBLES

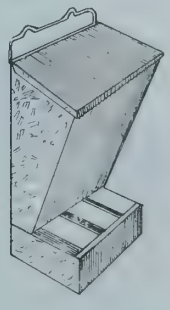
Taper Pipes, T Pipes, Dampers, etc. Our thimbles are made right, easy to put in position, easily sold. Absolutely fireproof.

8" to 16" Floor Extension Thimble

We are makers of celluloid leg bands for poultry, also aluminum bands.

We have a new catalog illustrating many new styles of feed boxes, grit boxes, etc.

Write for catalog and prices.



COLLINS NEVER-FAIL PRODUCTS LIMITED

HAMILTON - - CANADA

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

EGG BEATERS
Aluminum Specialty Co., of Canada Toronto.
Cellette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
Canadian Edison Appliance Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
Radiant Electric Co., Grimsby, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.
Baker Muray & Imbrie

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLOUR SIFTERS
Fred J. Meyers Mfg. Co., Ashland, Ohio.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.
Watson Gun Sight Co., Toronto.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

Barrett Roofings, Cements Industrial Paints etc.

It Always Pays to Keep in Stock These Popular Barrett Products

WISE dealers and their customers all over the Dominion have learned that the name "Barrett" signifies quality,—that Barrett products are backed by long years of manufacturing experience, and that each of them is the best on the market for its particular use. Here are two of these famous products which are fast sellers everywhere. It will pay you to keep them always in stock.

Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofing. Easily applied, and dries quickly into a tough, durable coating. Proof against weather, water, acids, alkalies, and fumes. Comes ready for use in containers ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons. Our consumer advertising has created a big demand for this product. It's a fast seller and a big profit maker.

Everlastic "Rubber" Roofing

This is a popular-priced roofing of unusually high quality. It is made of high grade waterproofing materials, and will give your customers sure satisfaction.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously. Everlastic "Rubber" Roofing comes in 1-ply (light weight), 2-ply (medium weight), and 3-ply (heavy weight), in rolls containing 108 sq. ft. Nails and cement are packed with each roll.

These buildings covered with Everlastic "Rubber" Roofing

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

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HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Brantford Bros Foundry Co., Brantford, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED FIBREWARE
C. B. Eddy Co., Ltd., Hull, Que.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Feundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

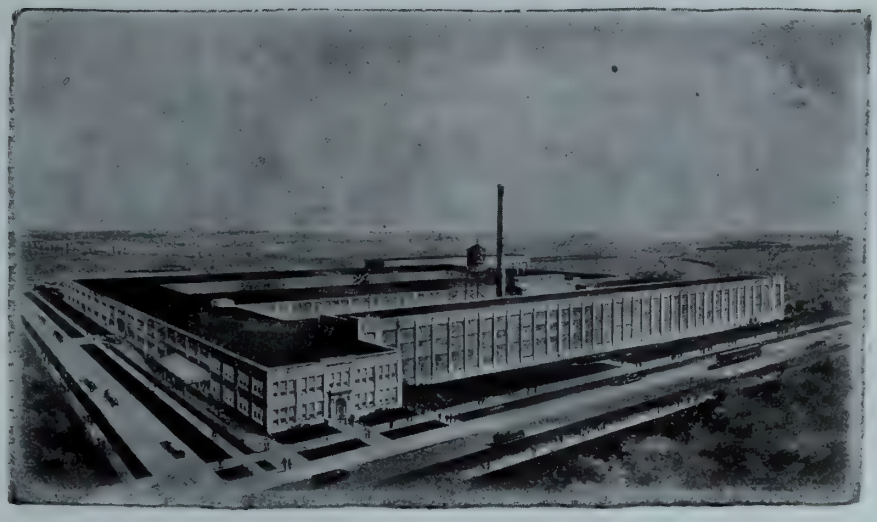
LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited. Hamilton
Canadian Westinghouse Co., Limited, Hamilton.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.



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Largest and Most Modern Sheet Metal Plant in the Empire

Pedlar's Steel Shingles

"George" and "Oshawa"

Protection!—In that one word is summed up the function of Pedlar's Steel Shingles.

Protection from fire, protection from lightning, protection from the weather—and this protection endures for years.

When the farmer is told about the many advantages of using steel shingles for his barns and outhouses, much profitable business ensues for the dealer who tells him.

Why Not Be That Dealer ?

Display Pedlar's Steel Shingles, talk steel shingles and you'll sell steel shingles.

Write For Quotations

Galvanized Iron Sheets—Black Sheets—Corrugated Iron—Corro—Crimp Roofing—Metal Ceilings and Walls—Metal Lath—Metal Corner Heads—"Steelcrete"—Metal Culverts—Metal-Clad Garages.

Eavestrough and conductor pipe in all shapes and sizes.

The Pedlar People Limited

Established 1861

Executive Offices: Oshawa, Ont.

Factories: Oshawa, Ont., and Montreal, Que.

BRANCHES: Montreal, Quebec, Halifax, St. John, Ottawa, Toronto, Hamilton, Winnipeg, Calgary, Vancouver

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.
Cohoon & Pugh, Montreal, Que.
National Hardware Mfg. Co., Orillia.
Toronto Lock Mfg. Co., Toronto.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Phillips Manufacturing Co., Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Conguleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited, Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

These three VIKO Roasters will be featured in the September and October national magazines to women.

Big Roaster Sales with VIKO this Fall

Now for a big season selling Viko Aluminum Roasters.

Viko Roasters will receive national advertising during September and October in the magazines which housewives read.

Make your plans right now. Turn the attention of the housewives to *your store* as the place where they can buy nationally advertised Viko Roasters. Write your jobber for the new, three-piece, brightly colored Viko Roaster trim.

Women prefer aluminum utensils for roasting and cooking. VIKO, The Popular Aluminum, is a big value at a very moderate price. It is durable. It is a trade-builder because it gives thorough satisfaction and is guaranteed. There are styles, sizes and prices for every need.

The Viko line offers you a good profit on every article and creates "repeat" patronage. Get ready, today, for "regular profit" Viko Roaster business. For further information—*Ask your jobber.*

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto, Ont.
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
Omega Machinery, Ltd., St. Hyacinthe, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co . St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
Toronto Asphalt Roofing Co., Toronto.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. shurley Co., Ltd., St. Catharines, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal. Que

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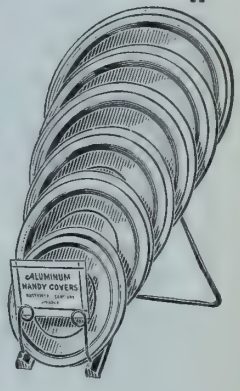

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Chritsopher Johnson & Co., Sheffield, England.
R. Heinisch Sons Works, Newark, N. J.
Kraeuter & Co., Inc., Newark, N. J.
J. Wiss & Sons, Newark, N. J.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIFTERS, FLOUR
Geo. H. Jelliffe & Son, New Canaan, Con.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
G. J. Lunn Co., Montreal.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Aluminum Specialty Co. of Canada, Toronto, Ont.
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Gurney Foundry Co., Ltd., Toronto.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

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Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.
Kohler Mfg. Co., Pittsburgh.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

ROYAL PURPLE
Stock and Poultry Foods and Remedies

To the Hardware Trade:

About 8 years ago we commenced introducing our Royal Purple Stock and Poultry Remedies and Foods through the Hardware Stores. Previous to that time our goods were being sold to General and Grocery Stores and Feed Stores. We found that there was keen competition between the different Merchandising Companies, and considerable price cutting.

In order to avoid this we decided to go to the Hardware Trade wherever possible, as we found very little price cutting in this class of business, and instead of there being several stores in the same line of business, we found that there was just one Hardware Store in the small towns, and that the trade generally would be split up between the other lines of business, but all the people would come to the one Hardware Store.

We found it difficult in the beginning to get the Hardware Men interested in our class of goods, but after our representatives got a few interested in selling our line they found their business rapidly increased in all the centres where our goods were handled by the Hardware Stores.

The following are the different lines of Goods we manufacture:

Royal Purple Stock Specific
Royal Purple Poultry Specific
Royal Purple Lice Killer
Royal Purple Cough Cure
Royal Purple Gall Cure
Royal Purple Sweat Liniment
Royal Purple Disinfectant
Royal Purple Worm Powders
Royal Purple Roup Cure
Royal Purple Colic Cure
Royal Purple Fly Oil
Royal Purple Chick Feed
Royal Purple Scratch Feed
Royal Purple Developing Meal
Royal Purple Laying Meal
Royal Purple Calf Meal
Royal Purple Linseed Meal (32% Oil)

We also carry Oyster Shell, Grit, Oil Cake, Epsom Salts, Sulphur, Beef Scrap, Beef Meal, Bone and Charcoal, and Sunflower Seed.

MR. HARDWARE MAN, if you are not handling our Royal Purple Supplies in your store, just write us and we will send you a full supply of advertising matter, explaining the big campaign of advertising we put on each season, mailing three times to the Farmers, between November and April, and we will also send you an Order Blank giving you the Wholesale and Retail Price of our goods. You receive 50% profit on all the Package Goods we manufacture.

You will find you will want our goods just as badly as we want your business, when you see the enormous demand we create for all these different supplies. There is more Royal Purple Calf Meal sold in Canada than all other Brands combined, at the present time.

For full particulars, write

The W. A. Jenkins Mfg. Co., Ltd.

LONDON - ONTARIO

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Caverhill Learmont & Co., Montreal, Que.
Mechanics Tool & Supply Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
Aluminum Specialty Co., of Canada, Toronto.
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
Gong Bell Mfg., Co., East Hampton, Conn.
S. H. Whyte Mfg. Co., Winnipeg, Man.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Blue Bird Corp., Brantford, Ont.
Easy Washing Machine Co., Toronto.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Canadian Cotton Wool Waste Co., Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
Swan Mfg., Co., Winnipeg, Man.
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
J. H. Hanson & Co., Ltd., Montreal, Que.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

To Holders of Five Year 5½ per cent Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922.

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

Dated at Ottawa, 8th August, 1922.

September First

issue will feature another complete Novelette

"Lady of Ventures"

By ANN GAY

A young and charming young lady dances through a maze of mysteriously surprising adventures.
A mystery story without a crime. Montreal at its best by a lady who knows it well and who throws the fascinating glamor of a charming romance over scenes and locations familiar to many Canadians.

Irresistibly funny
Ludicrously laughable
Excruciatingly humorous
Is Napier Moore's gem

"A Case of Amnesia"

Don't miss this

Other fine features

J. K. Munro—Follows shrinking politicians to their vacation lairs.

Col. Geo. Ham—In another of his inimitable Western Reminiscences. Calgary from Tent to Ten Stories.

Mugsey—John Gowan; a very human document featuring a canine hero.

Success—Beatrice Redpath builds us a fine story of the love of two men for one woman.

"Human Nature and the Postman," by Gertrude E. S. Pringle. More of the colorful "Merchantmen of the Seven Seas." The Woman's Department and the Scout's Page.

and another exciting section of the "Timber Pirate"

All these in the Sept. 1st Issue of

September First Issue

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

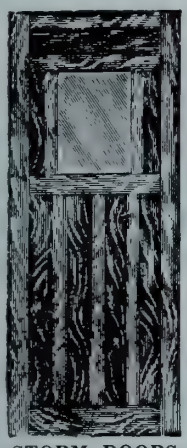
September First Issue

If interested tear out this page and place with letters to be answered

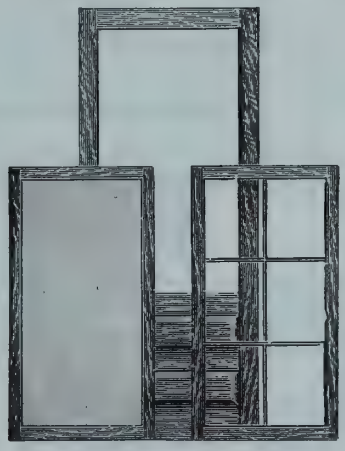
BRANTFORD

ALL YEAR AROUND

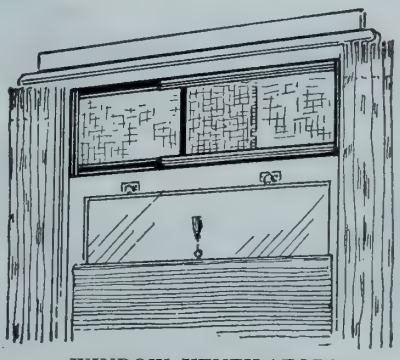
BUSINESS BRINGERS



STORM DOORS



COMBINATION
SCREEN AND STORM DOORS



WINDOW VENTILATORS

With coal scarce and high in price every live hardware man is going to put in a good stock of Brantford Storm and Combination Doors. These doors will save many a ton of coal and pay for themselves before the winter is half over. Get them on the floor as soon as the screen door and refrigerator season is over and get the all-year-around business.

Draft Screen Window Ventilators. There's going to be almost as much demand for them for the windows in winter as for fly screens in summer. Lets in the fresh air, keeps out the draft and snow, dust and dirt. Get some of this business; there is going to be a lot of it.

Refrigerators

30 different styles and sizes. The old reliable "Brantford Line," Canada's leading refrigerator for over a quarter century.

The reason—The best refrigerators made. All guaranteed.

Screen Doors and Window Screens

The complete line. Every style and size desired. 20 different patterns of doors. Only one standard of quality—the best.

Write for catalogues and prices.

HAM BROTHERS CO., LIMITED Brantford, Canada

If interested tear out this page and place with letters to be answered

Increased Profits

The surest way to increase your PROFITS is to sell only such brooms of which you can TRUTHFULLY say:

"These brooms are guaranteed to give absolute satisfaction. They are made from selected broomcorn, securely wired on a strong, light handle, under the supervision of an expert with forty years' experience in the business. Sweeping with these brooms is a Real PLEASURE."

All this and much more can be said about the Brooms and Whisks made by the WATERLOO BROOM AND BRUSH COMPANY LIMITED and with effective salesmanship on the part of your Staff will produce sales every time.

Furthermore—It will mean for you, Mr. Merchant, a permanent broom trade, New Friends, and INCREASED PROFITS.

Drop us a line and we will quote prices direct or have our Representative call on you. DO IT NOW.

WATERLOO BROOM & BRUSH COMPANY. LIMITED
WATERLOO, ONT.

WHOLESALERS—DEALERS

We are miners and Manufacturers of the best in

Asbestos

Write us for prices, samples, etc.

ROPE PACKING
WICK PACKING
PAPER
MILL BOARD
AIR CELL COVERING
BLOCKS

SHEETS
CEMENTS
SHINGLES, ETC.
85% MAGNESIA
PIPE COVERINGS
BLOCKS
CEMENTS
ASBESTOS BRAKE LINING

"If it's made of Asbestos, We've Got It."

We can give you prompt service.

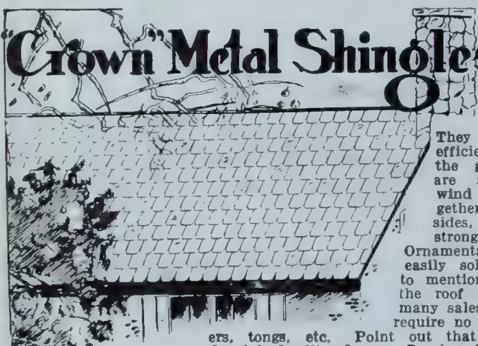
KEASBEY & MATTISON Company

TORONTO
25 Front St. E.,
Phone Adel. 7245.

MONTREAL
403 McGill Bldg.,
Phone Main 3879.

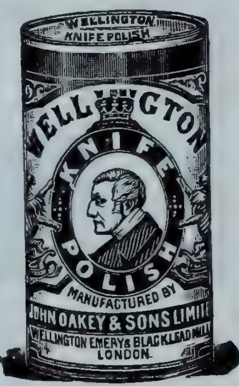
"Crown" Metal Shingles

Will Outlast Them All



They are being used where efficiency in roofing is of the greatest concern. They are absolutely storm and wind proof. Locked together securely on all four sides, they make the strongest roof on the market. Ornamental in design; they are easily sold and you have only to mention the ease with which the roof can be laid to make many sales. Point out that they require no solder, mallets, seamers, tongs, etc. Point out that they are made from **Special Quality Copper Bearing Shingle Plate**, a guarantee of their long life. We will be pleased to give you further details or any advice on sheet metal work—write us.

McFARLANE DOUGLAS CO., LIMITED
Ottawa Canada



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

No. 9990

'COCK KNIFE'

Corporate Trade Mark Granted 1772

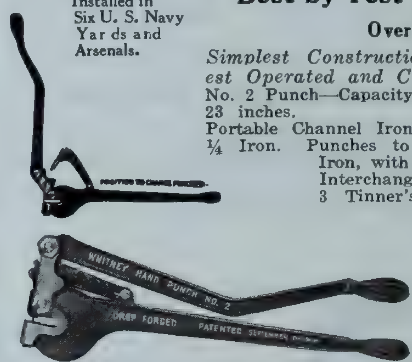
Rawson Brothers

SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO., Ltd.
281 McDermot Ave. - WINNIPEG
Stocks Always on Hand

Hundreds Installed in Six U. S. Navy Yar ds and Arsenals.



Best by Test of Thirteen Years

Over 20,000 in use

Simplest Construction, Fewest Parts, Easiest Operated and Changed. Made in 4 sizes.
No. 2 Punch—Capacity 5/16 thru ¼ Iron. Length 23 inches.
Portable Channel Iron Punch. Capacity ¼ thru ¼ Iron. Punches to center of 4 inch Channel Iron, with 1½ inch flanges. All parts Interchangeable with No. 2 Punch. No. 3 Tinner's Punch—Capacity ¼ thru 18 gauge.

No. 1 Punch — Capacity ⅝ thru ¼ Iron.

Ask your Jobber, or write us.

W. A. WHITNEY MFG. CO., ROCKFORD, ILL., U.S.A.

THE SIGN OF THE LEAPING DOLPHIN

"Fishing Tackle that's Fit for Fishing"

Wholesale only. Trade prices restricted to dealers who carry fishing tackle in stock. Catalog of 16,400 items on request.

Established 1820 **ABBEY & IMBRIE** 10 WARREN STREET NEW YORK, N.Y.

Imitated But Never Equalled

THE GENUINE

HUNTER'S SIFTER

The Standard of the World since 1880

THE FRED J. MEYERS MFG. COMPANY

Hamilton, Ohio, U.S.A.

FLY TERROR

Sells to Boy Scouts

Boy Scouts, Prospectors, Surveyors, Lumbermen, Hunters, etc., all have use for Fly Terror—more than a "use." They have a crying, pressing, urgent necessity for Fly Terror. Advertise it and display it in the windows. It, at last, supplies a long standing need for a fly and mosquito repellant agreeable in odor and pleasant to use, non-injurious, not greasy, nor poisonous. Fly Terror affords complete protection for those exposed to the distressing attacks of mosquitoes and black flies.

MADE IN CANADA.

The Fly Terror Manufacturing Reg'd.

7 Notre Dame Square, Quebec, Canada

Why Fence Business Will Be Good This Fall

Many farmers will put up fence this Fall. They have the money now because of this year's excellent crops. They'll have the time as soon as harvest is over. Autumn, when their land is dry and clean, is a good time to fence.

The name Peerless on fencing means much to the farmer. He knows Peerless Fence by reputation or experience. He knows he is buying fence unexcelled for strength, durability and fine appearance.

Be sure you have an adequate supply of Peerless Fence to take care of your customers' requirements. Look your stock over now and sort up for fall business.

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Hamilton, Ont.

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WIRE FENCE CO., Limited
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OUR WHITE GRADES
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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

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Gimlets, Gimlet and Electricians' Bits, Screw Driver Bits, Reamers, Countersinks, Nail Sets, Punches, etc.

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The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

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Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

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Established 1870

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Building for permanence and handsome appearance is the spirit of the time. The advances in home architecture are equalled by such artistic and enduring material as Brantford Asphalt Slates.

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Brantford Asphalt Slates

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

Brantford Roofing Co., Ltd.

Head Office and Factory: Brantford, Canada

Branches at Toronto, Montreal, Halifax and Winnipeg.

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Gilbert's Polar Cub

Heater $7.95

Ready for delivery end of September

Announcement

Extraordinary

An Electric Heater to retail $7.50

Specification

Solid copper reflector, 11″ diameter, beautifully burnished cast iron base, weight 2½ lbs., diam. 7″, fluted design. Base and back of reflector finished in indestructible black enamel—adjustable reflector. Filament equal to any on the market. 600 watts, 110 volts, A. C. or D. C. Equipped with 7 feet standard underwriters approved cord and two piece separable attachment plug.

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Coal is going to be scarce this winter so you might as well make your customers happy and sell them a sifter that will make the hardship a pleasure.

"CANADA" dustless saves more coal with less dust and less effort.

For Sale by All Leading Hardware Dealers

MANUFACTURED BY

J. Samuels & Son

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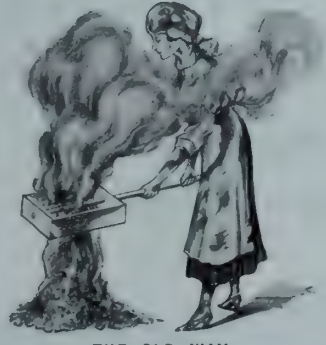
See us under the Grandstand at Canadian National Exhibition



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Compass and Sun-dial

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Fifty	$2.00	List

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Visit our Stove and Furnace Exhibit

When you come to the Exhibition we shall feel disappointed if you do not make it a point to visit us at our exhibit.

With pardonable pride we await the opportunity of pointing out to you what a year's hard work has accomplished in adding improvements to our entire line of Stoves and Furnaces.

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CLARE BROTHERS & COMPANY, LTD.

PRESTON, ONTARIO

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A picture tells a story at a glance.

A good illustration directs a reader's attention at once to the article advertised.

An illustration adds emphasis and contrast to cold type.

Illustrated advertisements bring more business.

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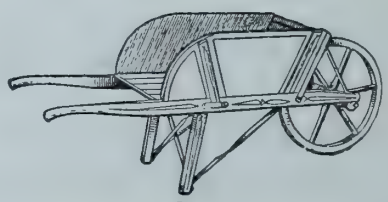
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Any of the 412 electros in the booklet are available to subscribers at 30c each, cash with order.

269

Write To-day for Free Booklet.

HARDWARE & METAL

Electro Department

143-153 University Avenue

Toronto, Canada

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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Morrisburg Ontario — ARROW-POINT — Hamilton Ontario

Quality Tacks of All Kinds

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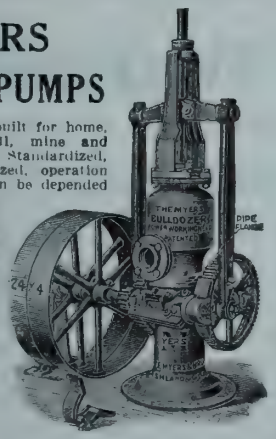

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

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ASHLAND, OHIO

Your Sales Tax at a Glance

Save time and errors making up or checking invoices with the

MACK INSTANT CALCULATOR

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2¼% Sales Tax $1.00 to $50,000.
Indispensable to every business office.
PRICE $1.00 DESK SIZE
J. McCRIRICK, Collingwood, Ont.
Representatives wanted in all cities and towns.

For Distinctive - - Planned to Pull

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Attorneys and Experts in
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Distributors for Ontario :
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For Quick, Accurate Shots

Watson Front Sight No. 8, Real 22 K Gold or Pure Silver Beads, protected, not shaded. Seen in any light, you can see a moose's broadside. Fine enough to hold on partridge's head. Strong enough for roughest use. Our literature shows Sights to suit all requirements. They are different.

Distributors to the trade in Ontario:
WHITES LIMITED, Collingwood

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

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Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

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The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

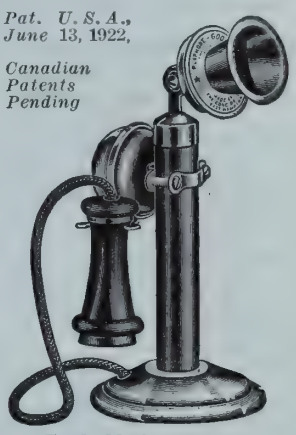
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

"Plaphone—600"
Pat. U. S. A., June 13, 1922,
Canadian Patents Pending



Trade Mark Registered

Plaphone—600

It's on the "JOY LINE" Mr. Hardware Dealer!

Connect with this Live Wire if you wish to please the Kiddies and handle a Winner.

See this new original Bell Toy and others at our agents or write Dept. HM for catalog 203.

SEND FOR SAMPLE
$1.00 POSTPAID

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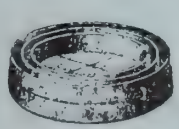
The Gong Bell Mfg. Co.
East Hampton, Conn.

Bell and Toy Makers for over 50 years.



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for all purposes. Sq or Rd. Sieves and Rival Ash Sifters. Any Mesh Wire. Write for catalog.

GEO. H. JELLIFF & SON
New Canaan, Conn., U.S.A.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WELL-KNOWN PAINT AND VARNISH MANufacturing company requires a good salesman for a good territory in Ontario. This is a first-class opening for the right man. Apply giving complete details regarding qualifications to G. D. Davis, Hardware and Metal.

WANTED—ENERGETIC MAN, AS TRAVELling salesman for a wholesale hardware house, to cover Orillia—North Bay or Cornwall—Ottawa Territories. Apply stating experience, age, appearance, salary required, to Box 39, Hardware and Metal.

WANTED

WANTED—GOOD LIVE HARDWARE BUSIness in Western Ontario. Stock, eight to ten thousand. Box 94, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

MANUFACTURERS' AGENTS

WHOLESALE JOBBER CALLING ON HARDware, garages, electricians, painters, etc. Winnipeg and suburbs, open for one or two lines. Apply Hardware and Metal, Box 203.

TRAVELLING SALESMAN WANTED

TRAVELLING SALESMAN WANTED for well-established wholesale hardware and specialty company. Territory, Ontario with headquarters at Toronto. Prefer a man who has had experience in selling to retail hardware trade. A good salary will be paid to reliable steady worker. Company has good connection and the man we require should be able to continue the work carried on by his predecessor and also establish valuable new connections. All applications will be treated confidentially. Apply Box 418, Hardware and Metal, Toronto.

FOR SALE

HARDWARE STOCK, ABOUT SEVEN THOUSand, located in Western Ontario. Ill health forces me to sell. Box 18, Hardware and Metal.

STOVE AND FURNACE REPAIRS. FIRE brick, iron linings and grates for Supremes, Acmes, Garlands, Sunlights, Crown Hurons, Marvels, Champions, Huron Red Hots, Pen Esthers, Welcomes, Renowns, Magnet, Souvenirs, Colonists, Arklands. Write for complete list and prices. Grundy Bros., Strathroy, Ont.

SITUATIONS WANTED

BY EXPERIENCED HARDWARE MAN AS salesman or stock-keeper or would consider position on road. Box 102, Hardware and Metal.

HARDWARE SALESMAN, 26, TEN YEARS' thorough experience, wants position as head clerk or manager, in retail hardware store. Box 101, Hardware and Metal.

MARRIED MAN--FIVE YEARS' EXPERIENCE retail clerk, wishes position. Best of references. Box 39, Hardware and Metal.

HARDWARE CLERK—FIVE YEARS' WHOLEsale and retail experience, wants position. References. Box 40, Hardware and Metal.

HARDWARE SALESMAN—24, SEVEN YEARS' experience, desires position as clerk in retail hardware store. Box 41, Hardware and Metal.

RETAIL HARDWARE SALESMAN — FOUR years' experience, open for engagement immediately. Best of references. Not afraid of work. Twenty Dollars a Week. Box No. 42, Hardware and Metal.

ELECTRICIAN, PLUMBER, STEAMFITTER permanency, 25 years experience. Distance immaterial. A. F. Hodges, 11th Street, Medicine Hat, Alberta.

HARDWARE and METAL

Costs Subscribers

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or less than

8c. per week

Tenders Wanted

Tenders wanted at a rate on the dollar for the stock and fixtures in the estate of HILAIRE HAYS, COCHRANE, ONT.

Stock	**$4588.45**	
Store Fixtures	**1366.15**	**$5954.60**

Stock consists of a general line of hardware. Fixtures include cash register, safe, oil tank and pumps, typewriter, counters, shelving, etc. Stock and inventory may be seen on application at the office of J. M. Greer, Solicitor, Cochrane.

Tenders addressed to the undersigned to be received before Friday, August 18th. 1922. Marked cheque for $100.00 to accompany tenders. Cheque will be returned if offer not accepted.

Inventory is subject to checking as to longs and shorts only. No reduction or abatement of inventory prices will be considered.

Terms: Quarter cash on delivery of stock and fixtures; balance, notes at two and four months secured to the satisfaction of the Trustee.

The highest or any other tender not necessarily accepted.

The Canadian Credit Men's Association, Limited

58 Front St. W., Toronto, Ont.

AUTHORIZED TRUSTEE

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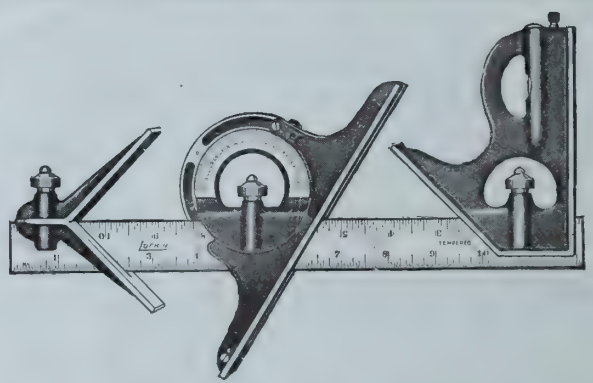
LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.
On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE — LUFKIN — MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

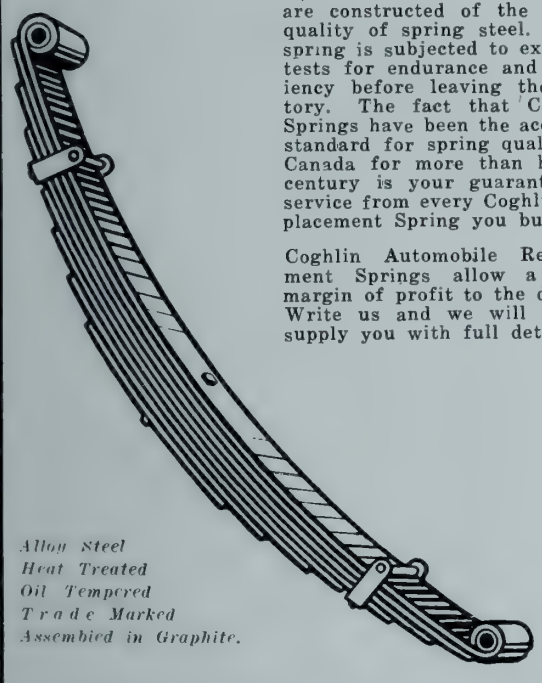
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

COGHLIN PRODUCTS

Springs---for all makes of motor cars. **Lyon Resilient Bumpers**---the all-spring steel automobile bumpers. **Crow Bars** and a general line of track tools.

COGHLIN SPRINGS

for all makes of cars



Alloy Steel
Heat Treated
Oil Tempered
Trade Marked
Assembled in Graphite.

are constructed of the finest quality of spring steel. Each spring is subjected to exacting tests for endurance and resiliency before leaving the factory. The fact that Coghlin Springs have been the accepted standard for spring quality in Canada for more than half a century is your guarantee of service from every Coghlin Replacement Spring you buy.

Coghlin Automobile Replacement Springs allow a good margin of profit to the dealer. Write us and we will gladly supply you with full details.

Lyon Bumper

The Only ALL-SPRING STEEL BUMPERS

LYON *Resilient* BUMPERS

Made of the finest spring steel, oil-tempered and heat-treated. They absorb the blows of collision impact as effectively as the springs of your car cushion the jolts and jars of rough roads. The Lyon Resilient Bumper is the only bumper that can be **repeatedly** bumped without becoming a shapeless mass.

Write for the name of your nearest jobber

Over a Million in Use

Lyon Convex Bumper

CROW BARS

Made of high-grade tool steel, carefully tempered and finished. Carried in stock, 1" to 1 1-2" square, and 12 to 30 pounds. Any special weight and length made to order.

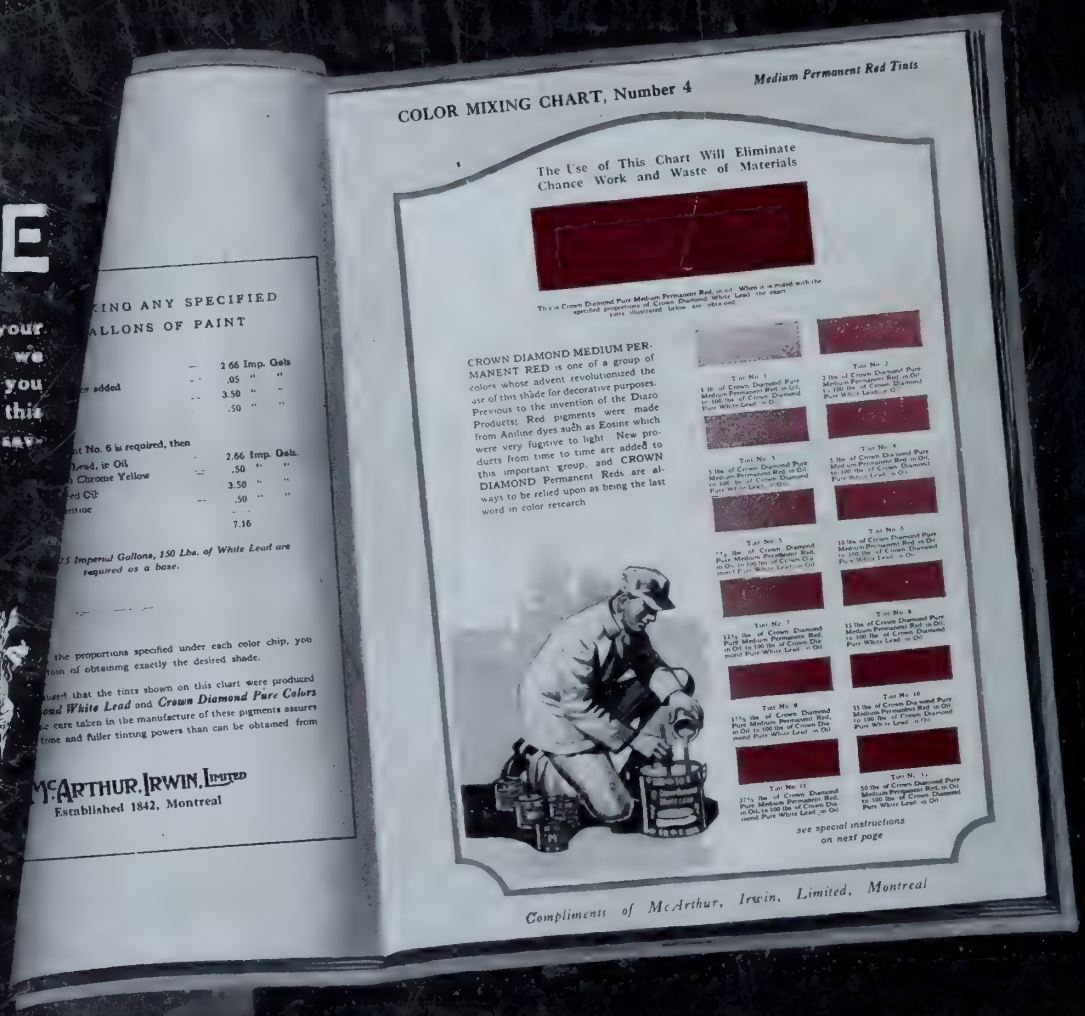
Manufactured by

B.J. COGHLIN CO
Limited
MONTREAL

"To match all colors of Heaven's glorious rays With wider range than Nature's bloom displays"

It is FREE

Write us on your letter head and we will gladly send you your copy of this time and labor saving chart.



With this Crown Diamond ready reference color chart, we show you how to produce your own choice of shade without experimenting and consequent loss of time and material.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL

Manufacturers of Crown Diamond Paint Products

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 34 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA August 26, 1922

The First Store—McGill and St. James Street

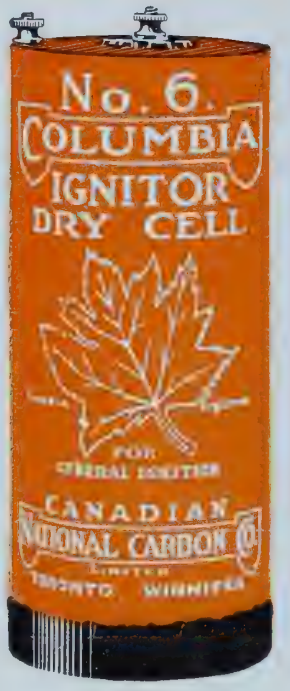
Since 1842

The confidence established by our eighty years of satisfactory dealings has created and maintained an ever increasing demand for

Crown Diamond Paint Products

Manufactured by
McARTHUR IRWIN LIMITED
ESTABLISHED 1842 MONTREAL

—*they last longer*



What Columbias Do

—ring doorbells
—buzz buzzers
—provide ignition for Fords when starting.
—fire blasts.
—run toys.
—make telephones talk up.
—furnish ignition for gas engines.

Long life, high ignition power, low cost, all make Columbias the favorite Dry Cell in thousands of homes, on farms, and for industrial uses.

Your customers will appreciate the longer service which only Columbias give. This long life reduces the cost of ignition. The simplicity of Columbias enables any person to make the simple connections which bring the full power of Columbias into action.

Columbias are the only dry batteries consistently advertised on a nation-wide scale.

Order Columbias by name from your Jobber.

CANADIAN NATIONAL CARBON CO., LIMITED

TORONTO MONTREAL WINNIPEG

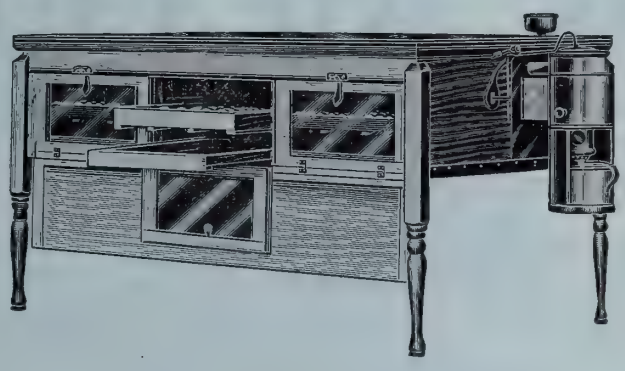
Columbia Dry Batteries

—they last longer

CT5

QUEEN INCUBATORS

We are now handling this well known make of incubators and expect to be in a position to make shipment by September 1st.



Our stock will include machines of 85, 135, 180, 275, 400 and 600 egg capacity in the Standard and 70, 130 and 220 egg capacity in style K.

Prices and information will be gladly sent upon request.

H. S. HOWLAND, SONS & CO., Limited

TORONTO

If interested tear out this page and place with letters to be answered

A Trim That Trims All Others

"Your window trims are the most strikingly colored, attractive and effective trims I have ever seen." That is the frank opinion of a man who has spent his whole life studying merchandising.

Have you seen one of these Diamond Ware or Pearl Ware trims? There are four—two Diamond, two Pearl. They are going very fast, these trims. To make sure of getting one write at once or place your order with our traveller.

Send For Free Price Tags

Our stock of free price tags is also getting alarmingly low, the chief reason being that merchants all over Canada are finding them most useful and effective not only in the store but for use in window displays. We believe that the effectiveness of a window trim is increased 50% by having a price tag with price clearly marked on every utensil in the display.

Some very valuable pointers on window and store dressing with several diagrams of good window lay-outs are contained in our little Manual of Selling Points—"Helping You to Make More Money." Free, of course! Send for it right away.

SHIPMENTS MADE PROMPTLY

SMP QUALITY THE SHEET METAL PRODUCTS Co OF CANADA LIMITED SMP QUALITY

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

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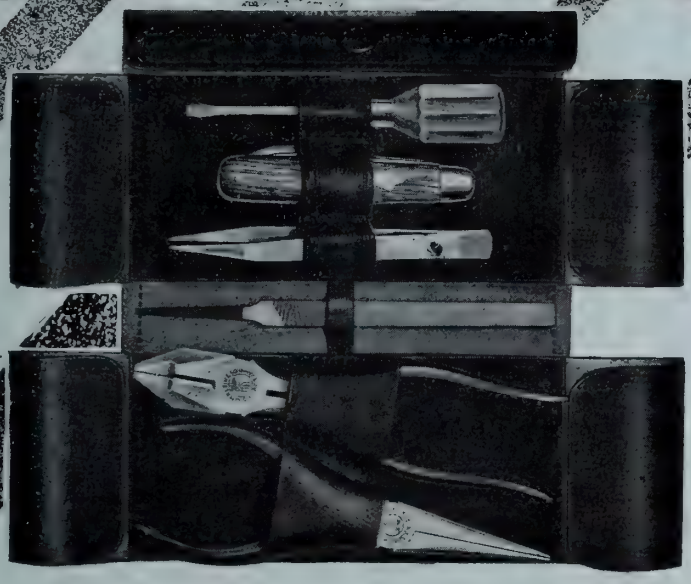
it's a Winner



The Klein Radio Tool Kit is a good all-year-round business-getter. Not only radio men, but the fellow who tinkers with his car, the "house mechanic," the electrician, the battery man—all are live prospects for this neat, compact pocket kit.

Put up in a snappy, full leather, wax-stitched pocket case—this kit includes one Klein 5-inch long-nose plier, one Klein 6-inch side-cutting plier, small screw driver, electrician's knife, a high-grade file and electrician's tweezers.

Costs $5.35 (F.O.B. Chicago), and sells over the counter at $7.50 (F.O.B. Chicago).

Wire your jobber or us your order for a dozen kits and display material to-day!

Western Canada Agents:
L. T. Walls Sales, Ltd., 52-56 Albert St., Winnipeg, Man., Canada.

Eastern Canada Agents:
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada.

Mathias Klein & Sons
Established 1857 Chicago Ill USA

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CANADA
FOUNDRIES & FORGINGS
LIMITED

A TIME TO THINK

Just about this time of year the matter of Lawn Mowers for next season is a problem that must be settled.

Please pause for a moment and consider that the SMART MOWERS have been giving satisfaction for over two generations in every country of the world.

It surely pays better to handle a known line of Lawn Mowers backed by a service organization such as the SMART people at Brockville maintain.

The Mowers the Neighbors want to borrow

GREAT CANADIAN

BLUEBIRD 1,000 ISLANDS

REDWING WHIPPET

JAMES SMART PLANT

BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

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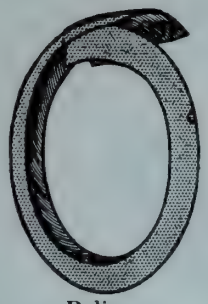
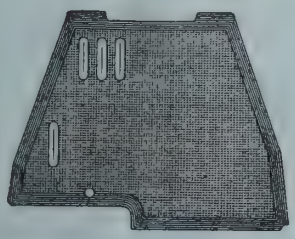
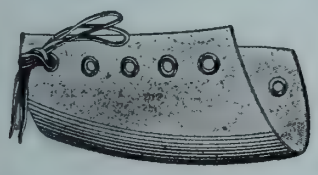


Reliners



Heatproof Mats (for Fords)



Lace-on Boots

Sealtite Patches

Two Important Points About GUTTA PERCHA ACCESSORIES

TRADE MARK GP BRAND

1. **They have proven that they sell well by doing it all over the Dominion.**
2. **There is a fair, just and worth-while profit in them for merchants.**

Hardwaremen all over Canada have been amazed at the volume of business that can be built with Auto Accessories. When your jobber devotes two or three hundred-page catalogues to accessories, it must be a paying branch of the hardware business. It is especially paying for the merchant when you get into the Accessory business right—with a complete, well-chosen line of "Gutta Percha" Accessories, backed by the established merit of "G.P." products and continuous advertising.

Gutta Percha & Rubber, Limited

HEAD OFFICES & FACTORIES, TORONTO

Branches in all leading Cities of Canada

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MADE IN CANADA

MADE IN CANADA

WILLIAMS' SUPERIOR

DROP-FORGED

WRENCHES

Over 40 Standard Patterns in 1000 sizes

J. H. WILLIAMS & CO., Limited

"The Wrench People"

45 Thorold Road, St. Catharines, Ont.

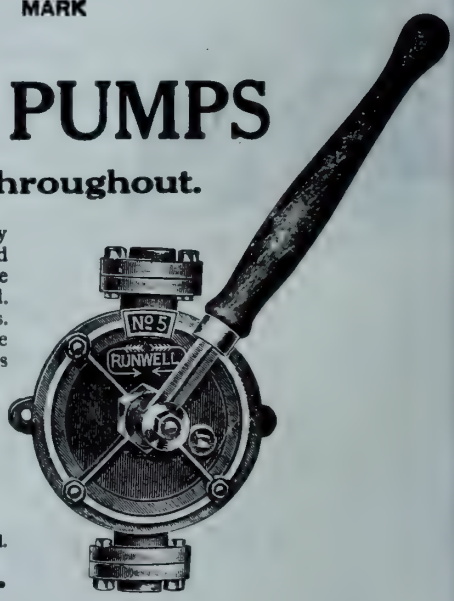
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture**, and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W., Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO., Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
301, St. James St., Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,

LEICESTER, ENGLAND.

If interested tear out this page and place with letters to be answered

A Winner!

Says the Wise Old Owl

Look them over one by one—
Their records tell what they have done.

There's just one thing to say for it

—Just one way to place your bet
I give you, Gentlemen, Gillette—
The horse that's not been beaten yet—

The public's chosen favorite.

* * *

I speak to you in race-course lore.
The track is your own hardware store

The Gillette Safety Razor has twenty million backers—

—men who bet on it every morning of their lives to run true to form—

—back it for speed, smooth action and staying power.

A Gillette Safety Razor lasts a lifetime. There is nothing about it that can go wrong.

For you it is a 3 to 1 shot—

The New Improved Gillette—
The Brownie Gillette—and Blades

Each brings home the purse and all of them bring your customer back to you again and again.

In the "Selling Race" the Gillette Safety Razors outstrip all others,

Gillette
Safety Razor

The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

If interested tear out this page and place with letters to be answered

Established in Public Favor

For over fifty years, our brands of files have been the choice of experienced file users.

This firm place in the confidence of practical men means much when it comes to *selling* these files.

It means quick turnover without selling effort. And you know what *that* means, Mr. Dealer !

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope Ontario

Ask Dennis

Some noon when you happen to be near an industrial plant or a machine shop or a garage, drop in and ask any mechanic what he thinks of Starrett Tools.

First-hand knowledge from the user makes selling easier. And you'll pick up some worth while impressions of the precision tools used and relied upon by two generations of skilled workmen.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Starrett Tools

42-401

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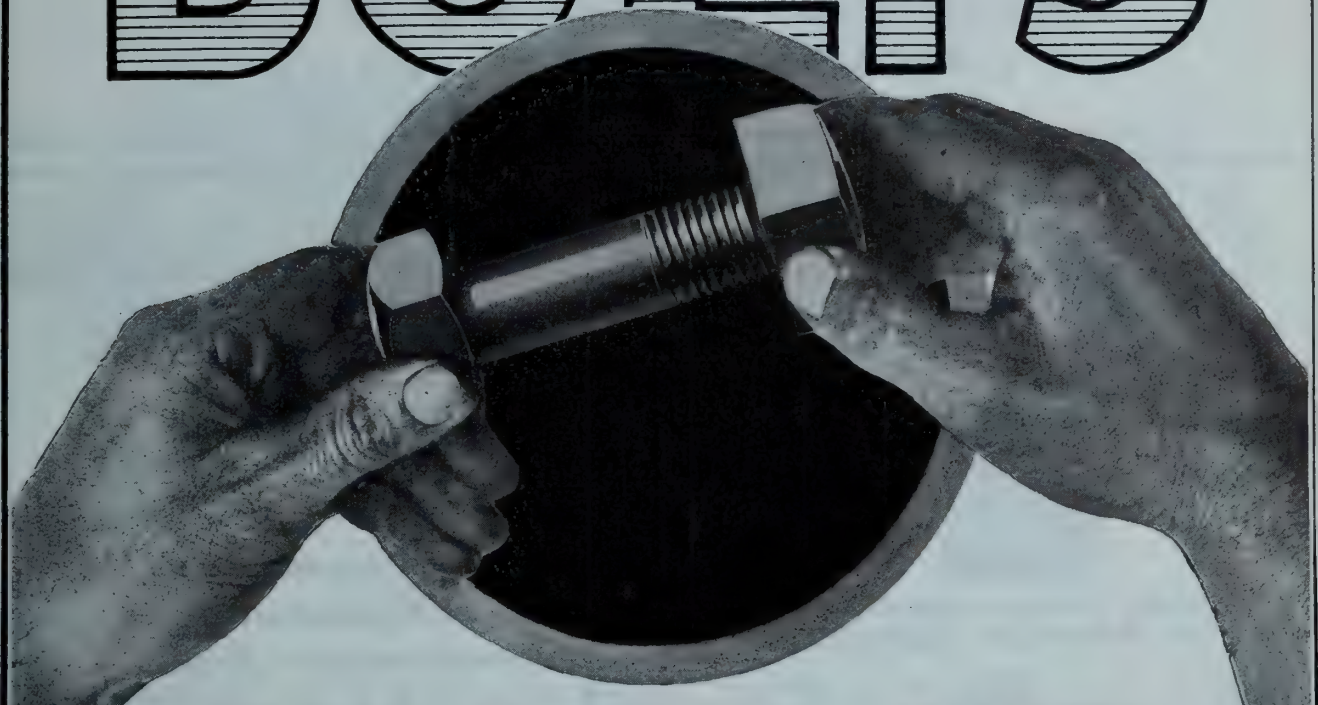
BOLTS



NUTS, WASHERS, RIVETS
OF EVERY DESCRIPTION

Machine Bolts
Stove Bolts
Carriage Bolts
Plow Bolts
Blank Bolts

THE STEEL COMPANY OF CANADA LIMITED

End Spring Bolts
Stud Bolts
Bridge Bolts
Cant Dog Bolts
Coupling Bolts

General Offices:

HAMILTON and MONTREAL

Sales Offices: Hamilton, Montreal, Toronto, Winnipeg, Vancouver

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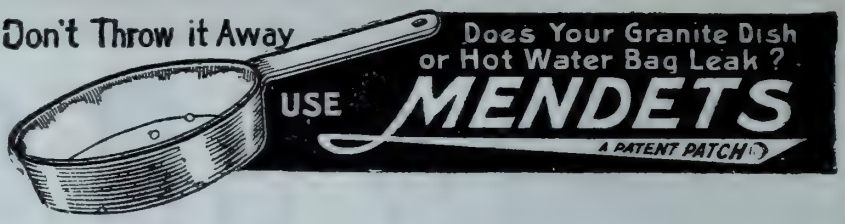
Let your available space show MENDETS



And it only has to be a little space too as a display box is very small.

Mendets are for those who want to mend Granite Dishes, Hot Water Bags, etc.

Just tell your customers about them. There is money in it for you.

Collette Mfg. Company, Collingwood, Ont.

Compass and Sun-dial

Retail Prices:

$1.50

Trade Prices:

Dozens $2.10 List

Fifty $2.00 List

The Ansonia *Sunwatch*

The Ansonia Sunwatch is a combination Compass and Sun-Dial, in a thin, satin-finished brass case, with longitude, latitude and variation tables on inside of cover, giving corrections for all parts of Canada. (The American Sunwatch is not adjusted for Canadian longitude and latitude.) The Compass is accurate and reliable, and the Sun-Dial tells the correct time anywhere in Canada.

Invaluable to motorists, hunters, fishermen, canoeists, Boy and Girl Scouts, guides and all outdoor people. It sells for $1.50, and is so attractively made that it is bought on sight.

The Goldsmiths' Company
of Canada, Limited
DEPT. 3
Yonge & Wellington Sts., Toronto, Ont.

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) Original Globe (zinc) (*heavy back*)

Diamond King (glass) Western King (enamel)

Pony (small size)

Order from your jobber. He has these Standard Lines.

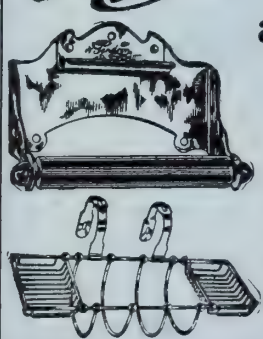
The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

TORONTO Gendron CANADA

Bathroom Fittings

TORONTO Gendron CANADA

and Hardware Specialties



at wonderfully low prices.

NEW PRICE LIST JUST ISSUED

The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.

The Gendron Mfg. Co., Limited, Duchess St., Toronto

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REGISTERED
W.D.S.&Co. DURO ALUMINUM
TRADE MARK

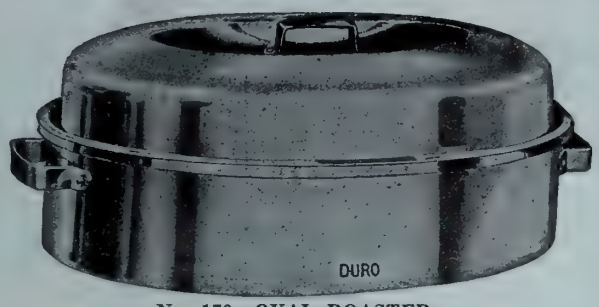
"DURO"

REGISTERED
W.D.S.&Co. DURO ALUMINUM
TRADE MARK

ALUMINUM WARE

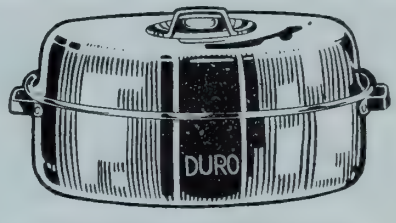
Canada's most popular cooking utensils

Wide range to choose from—every piece guaranteed. Leading jobbers handle it. Made in Canada.



No. 170—OVAL ROASTER
Length 18¼"—Width 11¼"—Height 8¼"

Duro is setting the pace in the quality race



No. 175—ROUND ROASTER
Diameter 12"—Height 6"

DURO ALUMINUM, Limited, Hamilton, Ont.

REPRESENTATIVES

A. F. BURNS—Hamilton, Ont.; A. T. CHAMBERS—Vancouver; R. H. PATERSON—St. John, N.B.; L. T. WALLS SALES, LTD., Winnipeg; J. PRESTON—284 Beaver Hall Hill—Montreal, Que.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse. You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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WYATT'S FLUID AMALGAM

A flux for soldering metals. Works equally well on all kinds of metal except aluminum. Acidless, odorless, noncorrosive. Used with ordinary solder.

We extend a cordial invitation to all interested in soldering to visit our demonstration booth in Machinery Hall, Western Entrance at the C. N. Exhibition and see the work being done with this remarkable product.

This exhibit is of special interest to dealers, plumbers, garage and wiremen everywhere.

We also manufacture Phon-o-tone, a preparation for preserving and renovating phonographic records.

"It Works Like a Charm"

Correspondence Invited

Wyatt's Products

225 Richmond St., West

TORONTO ONTARIO

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

WHY
Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last twenty years.

And compare favorably in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜x½
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mill Company
LIMITED

LONDON, CANADA

Order NOW or drop us a line for full particulars and prices

Sales Agents, Western Canada: Bissett & Webb, Ltd., Winnipeg.

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

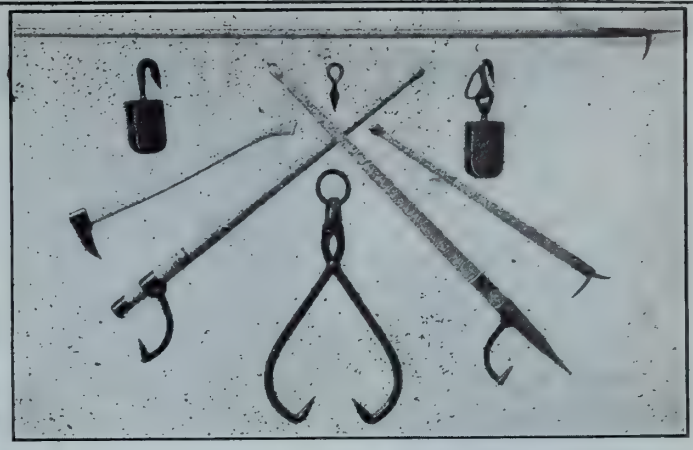
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

EASTERN REPRESENTATIVES

Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



Electricians, Plumbers and Engineers

Attention!

"Monitor"

Coal Oil

Blow Lamp

Here is a safe, efficient, coal-oil lamp. Supplied either with or without soldering iron attachment.

Made of polished brass. Gives a clean, hot flame and is not affected by wind or rain.

Supplied in three types: Inclined, Vertical and Horizontal. One or two-pint sizes.

British Manufacture

The Standard Meter Co. Limited

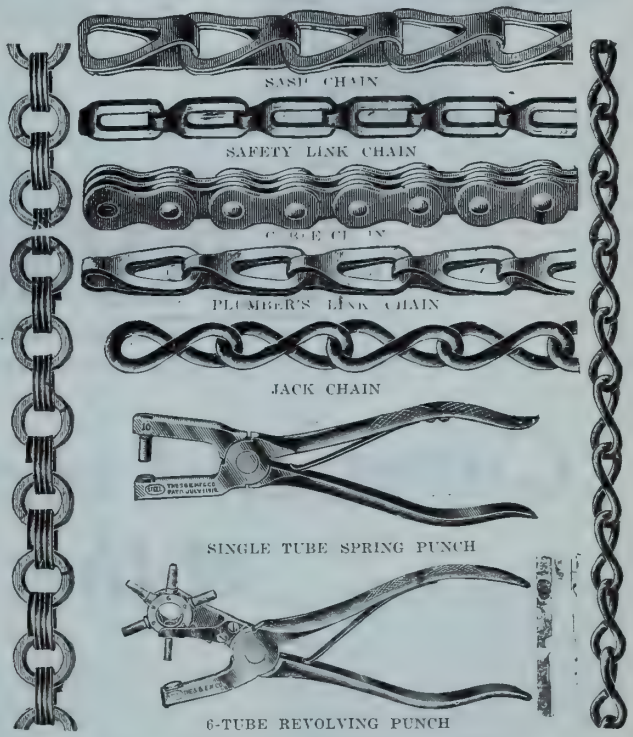
TORONTO, CANADA

Agents :

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

Ontario and East
A. G. &. A. L. Brown & Co.,
207 St. James Street
Montreal, Que.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain" **Bridgeport, Conn.**

Self Lubricating Aero Clothes-line Pulleys

The deep V-shape friction groove accommodates various diameters of clothes lines. The space between the groove and guard allows knots to pass.

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Davidson's "Sterling" Stove Pipes are made in three sizes in black, under an improved patent. These pipes are die cut, which ensures perfect fitting—they will not telescope and can easily be put together by hand (no tools required). Also ask us for Tee pipes, chimney thimbles and caps and stove pipe dampers.

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STILL'S HANDLES

Every hardware man knows that his profits on handle sales can be greatly reduced if a portion of his stock is not saleable. You can eliminate these losses by selling "Still's Handles." We are handle specialists, and for your protection we stamp our name on all handles.

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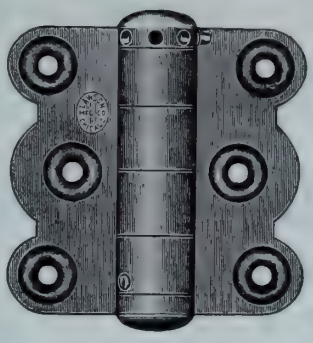

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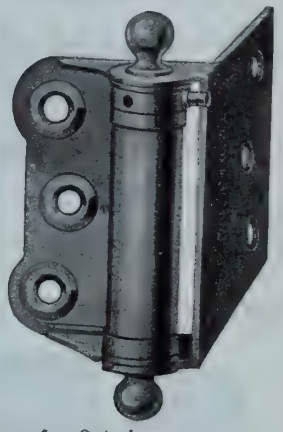

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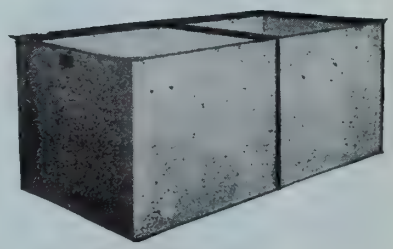

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TWEED, ONTARIO, CANADA

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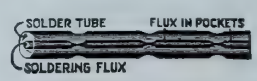

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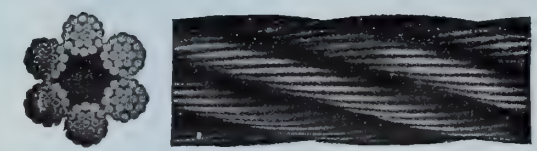

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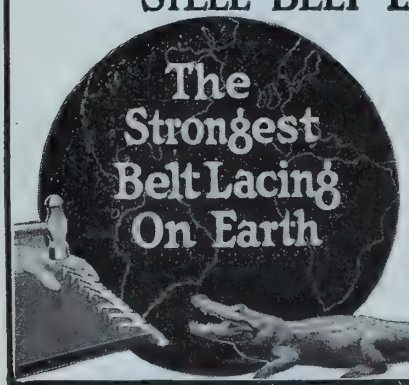

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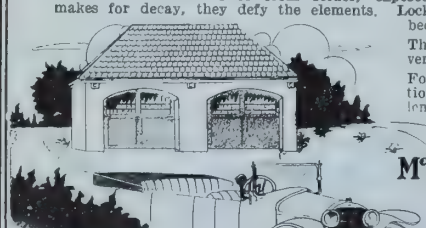

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They extend the retail merchant's field.
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A Three-Speed Chassis For Standard Bodies

There has been an insistent demand for a light delivery car, embodying the structural advantages that have made the Overland passenger car widely known for sturdiness, reliability and economy, and at a price that would make it profitable to the average merchant.

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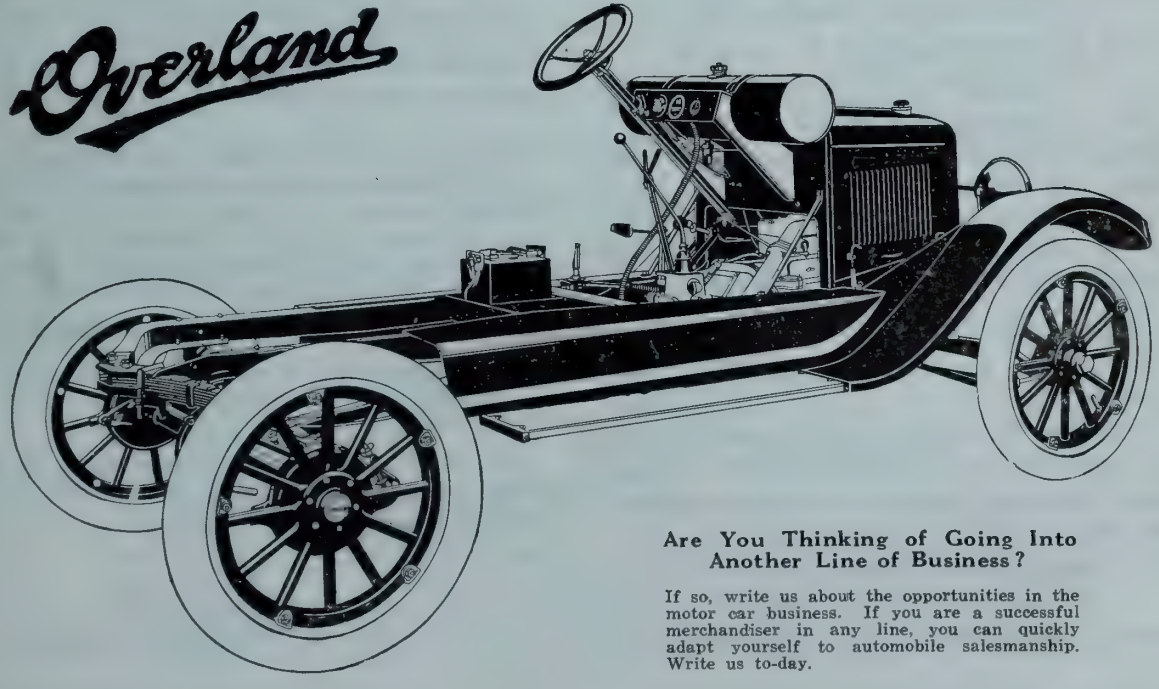

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To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV AUGUST 26, 1922 No. 34

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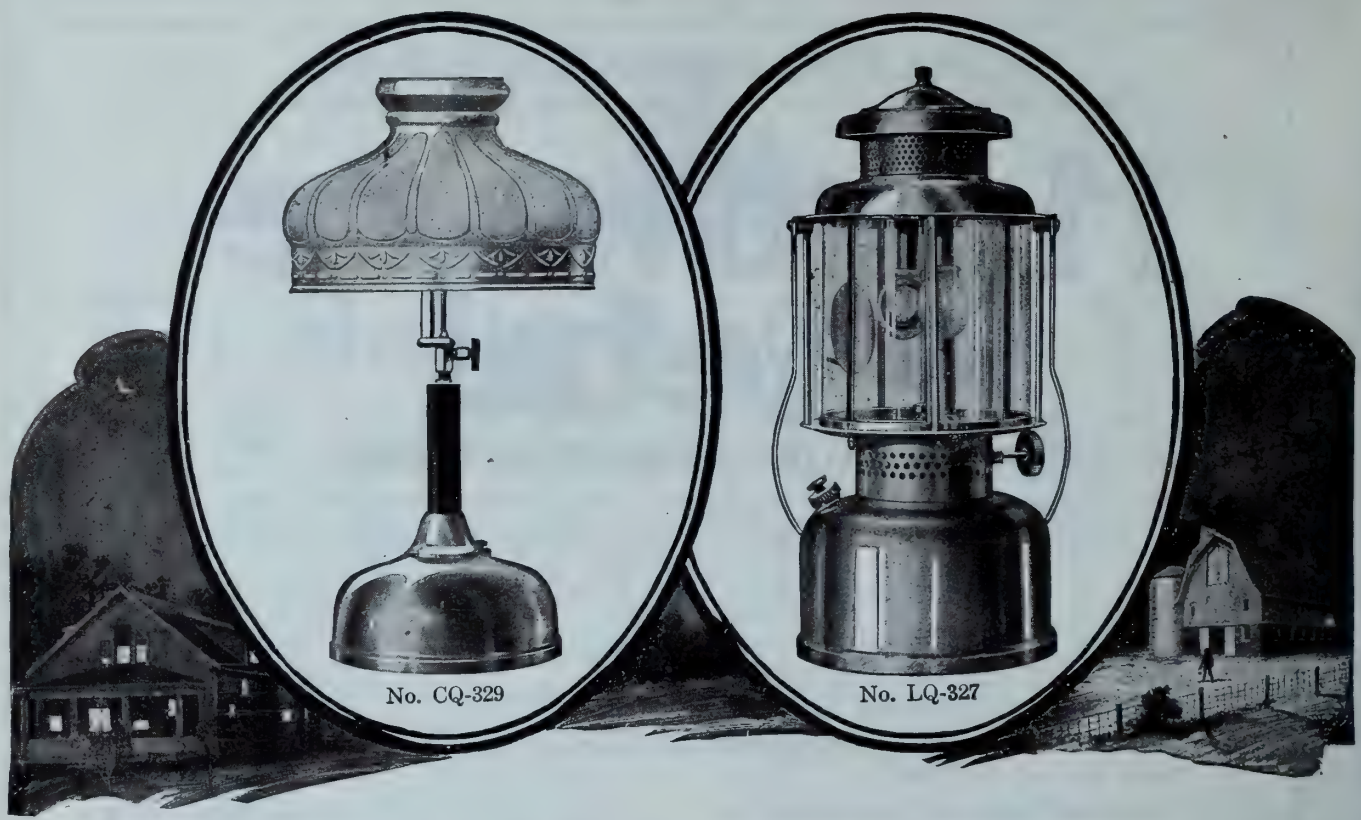

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Many merchants will visit the Canadian National Exposition at Toronto this year and **all** are invited to see the Coleman Booth, No. 127, Process Building, where you will see these famous lamps and lanterns in process of manufacture. You will also see Coleman Mantles being made. And don't forget the **Coleman Sunshine Cottage,** opposite the Dairy Building, between the Fire Hall and the Grand Stand.

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The Coleman Sunshine Cottage was awarded first prize last year and it is well worth a visit from merchants. Full line of Coleman Lamps, Lanterns, Lighting Plants, Cooker Stoves, Fixtures, etc., on display. Coleman Exhibits at Western Fairs have attracted larger crowds than other booths. Toronto will be no exception.

If you can't visit Toronto Exposition, write us for catalogue and latest prices. Dept. T13.

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Queen St. East and Davies Avenue - Toronto, Canada

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, AUGUST 26, 1922. No. 34

Division of Opinion Over Stamp Taxes

Montreal Metal and Hardware Association Take Definite Action to Collect Stamp Tax From Debtor—Canadian Wholesale Hardware Association Not Framing Definite Policy Yet But President Not Favorable to Passing Tax On—Retailers Express Varied Opinions

EDITOR'S NOTE:—The question of establishing policy in connection with the collection of Stamp Tax on drafts from the debtor still represents a broad division of opinion among retailers, wholesalers and manufacturers. Interviews appearing herewith show that definite action has been taken by one eastern association representing both wholesalers and manufacturers of hardware. That the action of the wholesalers in that association is not representative of the opinion of others is found in the fact that the Canadian Wholesale Hardware Association declines to lay down any definite policy as yet and the president is known to be unfavorable to the idea as expressed in an interview in last week's issue of Hardware and Metal. Meanwhile certain of the larger manufacturers and wholesalers are taking no action and while retailers are divided in opinion to some extent, the majority are unfavorable to passing on to them the Stamp Tax unless they specially request to be drawn on by drafts.

COLONEL Robert Starke, president of Starke, Seybold, Ltd., wholesale hardware firm of Montreal and president of the Montreal Metal and Hardware Association, announces that at a meeting of this organization it has been decided that members collect from their customers the stamp tax on drafts, and it was recommended that the following notation be placed on every statement so that all customers would be advised that the tax on the draft would be charged them if accounts were not settled otherwise.

"Unless we hear from you to the contrary, we will draw on you on ..... adding amount of stamp tax to draft."

It was pointed out that while in many cases the amount of the tax involved was small, the aggregate amount would be large enough for serious consideration and there was no doubt that the absorption of the tax by manufacturers and wholesalers would eventually result in customers settling none of their accounts by cheques, whereas the adoption of a system of charging the draft tax to customers would have the contrary effect, that is: it would result in the payment of nearly all accounts by cheque which would be a much more satisfactory system for the trade.

When asked if he thought many of their customers, who formerly took advantage of the cash discount and paid by cheque, would now await the receipt of draft, thus avoiding payment of the stamp tax, Col. Starke said that this remained to be seen. "Undoubtedly there were many customers who would not, realizing that a cash payment meant more to them than the stamp tax. However, the procedure of increasing the amount on drafts was not a pleasant one as there were bound to be dealers who would take exception to it, many of them who were very good customers. While the amount would be comparatively small on a single draft some merchants would not stop to think in what position the wholesaler was placed when asked to shoulder the burden for a period of twelve months dealing with hundreds of customers."

The system of including the amount of stamps necessary in the amount drawn on drafts seems to have gained favor among wholesalers, as another large jobbing house stated that they were already advising the trade that in future unless payment is made by cheque a draft covering the tax amount will follow. Attention was drawn to the fact that in the every-day business life of the wholesaler, payments of varying large amounts are paid to manufacturers which in every case must include the necessary stamps. It was pointed out that in a year this amounted to a surprisingly high sum, and to ask the wholesaler to again bear the burden of the stamp tax on his sales by affixing the necessary stamps on drafts should be surely considered an injustice to the jobbing house, or middle man.

Many Drafts Unaccepted

Payment by draft was very extensively used by the customers of this house, especially at the present time, and no doubt with all other wholesalers. If every draft sent out was accepted, the present legislation would not reach such serious proportions, but owing to the number which are returned almost daily, the expenditure on stamps will amount to thousands of dollars in a year's time. For instance, on a bad debt it is often necessary to issue a draft on several occasions and each time this is sent out it means an extra unnecessary expense in collection which the wholesaler must shoulder. To overcome the difficulty the only apparent method was to ask the retailer to pay the tax on all his payments, and the opinion was expressed that this would not be objected to by most dealers when it was considered that the wholesaler must do likewise to the manufacturer. One wholesaler stated that there would be really no injustice to the retailer if he was asked to pay this tax, as payment by cheque now necessitated it, so why not payment by draft?

From the standpoint of the retailer the question naturally has a little different aspect, although in most cases it would appear that the regulation will make little or no difference in payments. "We have always paid by cheque and will, I hope, always continue to do so," said F. Max Hill, manager of James Walker Hardware Company. "It is true that when we pay by cheque we are forced to affix the necessary stamps, but this does not offset the advantage we have in the discount when a cash payment is made. We have heard that

in future wholesalers will ask payment of this tax in the amount of draft so that it will really make no difference."

No Action by Wholesale Hardware Association

The secretary of the Canadian Wholesale Hardware Association discussing the subject with Hardware and Metal pointed out that while certain other organizations were taking steps to pass this tax on, the Canadian Wholesale Hardware Association was not forming any definite policy in the matter as yet and no action would probably be taken at least until the annual meeting to be held in October. It was pointed out that opinion was very divided on the subject, that while certain Montreal wholesalers were taking steps to collect the tax on drafts yet the president of the association does not favor this action. It was stated that manufacturers are chiefly urging the passing on of this tax to debtors and if they decide to do it unanimously the wholesaler will hardly agree to be in the position of having to pay stamp taxes of both the manufacturer and retailer.

Cannot Pass on to Consumer

Some further opinions of hardware retailers on the subject are as follows:

Geo. A. Elliott, of Elliott's Hardware, Brantford, Ont., says: "We strongly object to another tax being added to the retailers' burden. It will soon be that the wholesaler will want us to buy his stationery and pay for the office boy. The retailer is called upon to assume every expense connected with his business such as delivery of goods to customer—which in many cases the jobber escapes. Put us on record as objecting to paying for stamps on jobbers' and manufacturers' drafts."

Bernhardt Hardware Preston, Ont.—"We believe the intention of the Stamp Tax is to split up taxation and not to push it on to the ultimate consumer any more than possible. If the manufacturer passes this tax to the retailer and the latter cannot afford to pay it in addition to receipt taxes, sales taxes, etc., it will be necessary to pass it along to the public.

"As regards cost of collecting accounts why should not the manufacturer bear his share of this? The retailer cannot add costs of collection directly on accounts he collects from the public."

Taking the stand that it may be just as fair that the retailer should pay the stamp tax as that the wholesaler and manufacturer should bear it, Carter Bros., Picton, Ont., state: "We all have troubles of our own but we think the wholesaler and manufacturer has to stand up under the biggest burden."

I. W. Bennett & Son, Gananoque, Ont.—"Our interpretation of the Revised Stamp Law which came into effect on August 1st is that the tax belongs to the debtor, and we feel if a draft were made on us by a wholesaler or manufacturer that it would be quite legitimate to charge us with the stamp tax which we would have to pay providing we sent a remittance by cheque. It would seem to us that it would be desirable to have the government define definitely the party to whom this tax belongs, that is the seller or the debtor, inasmuch as there appears to be some confusion on the point. We would then all be operating on common ground."

Receipt Tax Being Framed On Basis of English Act

"THERE isn't a chance in the world of the tax on receipts being modified or abolished before the next session of parliament, and it is doubtful if any attempt will be made even then to interfere with it," said a high official of the Department of Customs and Excise to the Ottawa representative of Hardware and Metal, a few days ago.

The official's attention was drawn to the fact that retailers in convention in various parts of the Dominion were placing themselves on record as being strongly opposed to the new law, but he simply smiled a knowing smile and said it was only natural that men should kick over the traces when burdened with a new form of taxation.

"The country needs the money," he said, "and we are satisfied that quite a lot will be raised by means of the receipt tax."

"Well then what about the regulations that are to govern the new tax?" was the next question.

"They will be issued in plenty of time," replied the official. "I expect it will be about the middle of October before we have them ready. You know we are conducting a thorough investigation of the operation of the receipt tax in the old country, and it is more than likely that we will adopt regulations similar to those in existence there. The receipt tax has been in force in England for several years and has been working out very satisfactorily."

The official then switched the conversation to the stamp and sales tax and waxed enthusiastic over the results which have been secured of late. "The amendment to the stamp tax has only been in force a few days," he said, "but from the time it went into force on the first of August, until to-day (August 12) there has been a 400 per cent. increase in revenue, over the corresponding period in July. Taking the same periods for comparative purposes, there has been a fifty per cent. increase in the sales tax, while the revenue produced by the combined taxes (stamp and sales) has been exactly double that collected in the first ten days in July."

QUESTION RE WORKMAN'S HOURS

A retail hardwareman has made the following enquiry of Hardware and Metal:—"A workman is employed by the week, ten hour days. He reports for work at 7 a. m. and drives out to work. His ten hours are up at 6. Should he quit work at 6 p. m. or should he quit work at such a time that he can reach the place he started from at 6 p. m.?"

Taking this question up with other hardwaremen facing the same question two opinions on the subject are as follows:—1. Where the workman has not to report to the office in the morning and at quitting time I would want him at his place of work at 7 a. m. and not quit until 6 p. m., no matter what part of the city he was working in. But if he had to report at the office before going to work and before going home at quitting time in the evening, I would say his hours would be 7 a. m. at the place and 6 p. m. at the office. 2. I would establish the rule one way or the other; report at store one way at 7 a.m. and 6 p. m. and charge customer only for time workman was on the job, or if I could rely on the man I would save time and money by allowing him to report at the job only.

ACTIVE TRADE IN BUILDERS' HARDWARE

London, Ont.—In spite of an acute scarcity of brick there is no let up in the building activity here, and permits now are almost certain to pass the $3,000,000 mark for the year, a new high record. As a result of the unusually large amount of home building this season, hardware merchants have been enjoying a really splendid trade not only in tools and all lines of builders' hardware, but in household merchandise of all kinds. Large sales of electrical equipment, lighting fixtures, washing machines, vacuum cleaners, etc., are reported.

The season will make perhaps a new record for paints and house and floor finishes. The turnover of many hardware merchants is showing an unusually large and very satisfactory increase to date, with every indication that sales are going to be maintained. Farmers have been large buyers of paints this season but at that they are not in it with the city trade. The results of the Save The Surface campaigns are being shown, hardware merchants state, in the steady demand for paints and many of them have had to send in repeat orders to take care of requirements.

Although the season is advancing, architects are very busy with plans for new buildings and some of the largest jobs of the whole year will be commenced shortly.

Much Hardware Sold on Dollar Day

AN ARRAY of merchandise that "sold" itself, splendid store and window displays, snappy advertising and ideal weather all combined to make "Dollar Day" in London, Ont., a red-letter day in the history of local merchandising. Hardware merchants shared to the full in the record turnover and the entire enterprise was a remarkable demonstration of what co-operation can do.

Beginning one week prior to the big day local firms began letting the people all over the district know the day for special bargains. Through snappy newspaper copy tremendous interest was aroused. People came in by motor car and train from points 70 miles away and they came prepared to buy.

Many of those who came in motor cars came prepared to stay over two days and make other purchases as well as those they had picked out for "Dollar Day."

Practically every local hardware merchant went after Dollar Day business from a different angle. For instance, J. A. Brownlee, whose store is located right in the heart of the market district, made a drive on enamelware aiming to appeal directly to the farmers' wives. Both the firm's big show windows were filled with an attractive showing of enamelware and a double column advertisement, featuring special offerings with prices in large type was used. The display was a winner in every way and the company has never in any single day sold as much enamelware. Hundreds of farmers accompanied their wives to the store, making purchases of various articles they needed.

Electrical Goods Featured

The Purdom Hardware laid its plans to catch the trade of all home makers. A general assortment of merchandise was featured with half a dozen very attractive specials. A $135 electric vacuum cleaner only slightly used was offered for $35, three refrigerators were offered at discounts of 33-1/3 per cent., the figures being displayed in large type, 25, 40 and 60 watt tungsten lamps were priced at 39 cents and there were some splendid specials in cut glass, saws, razors and wash boilers. In two large boxes in the firm's advertisements a special of 10 per cent. off on paints and house finishes was featured. All lines moved well and the business was brisk throughout the day.

The Cowan Hardware announced in a quarter-page ad that it was specially pricing $40,000 worth of hardware lines so that people would get real bargains. It was also stated that this offering was being made in connection with preparations for moving to the new store. "Come Prepared To Buy As Prices Are

Now is the Time for Roof Protection

Finding that people will listen to warnings of damage likely to ensue if proper steps for protection are not taken, C. G. Bailey, hardware merchant, Queen St. East Toronto, uses this fact to good advantage in displaying roofing, paint and other protective materials. Here is one of his window displays arranged this week showing a model house, lighted at night, with roofing, sheathing, roofing cement for mending leaks, etc. Note the use of composition shingles on the flooring and color cards for shingle stains, etc. The arrangement of this window was very effective and being somewhat unusual brought many interested prospects into the store to discuss roofing protection before the Fall rains and snow arrive.

Irresistible," read the ad and it evidently caught the peoples' fancy as the store was beseiged throughout the day. There was an especially big turnover in tools, household supplies, ready roofing and paints.

Feature "Rush Specials"

J. G. Steele worked out an entirely different plan and one that was very successful. He featured a number of "Rush Specials" under the heading in heavy display type of "Value Of A Dollar Is Stretched At Steele's Hardware." The specials included combination offers such as a zinc washboard, a scrubbing brush, a galvanized pail, a galvanized tub and 50 feet of clothes line, all for $2.19; one bottle of floor or furniture polish, one pound of floor wax, a bottle of oil, a can of silver or brass polish and a package of steel wool, all for $1; ovens for gas or oil stoves at $1.95; $2 polish mops for $1, and special offerings of aluminumware. The advertisement backed by a splendid window and store display got across and there was a big turnover in the lines featured. Mr. Steele also used to splendid advantage five large display tables placed at vantage points in the store and filled with attractive offerings.

Farmers Have Money

W. A. O'Dell made a special drive on aluminumware and house paints and floor finishes. In one window there was a very attractive showing of shining aluminum goods and in the other a well-arranged assortment of paints. He also did an excellent trade.

One of the features of the day's business was the proof that the farmers have plenty of money and are ready to buy. Many of those who came in from the countryside had large sums of ready cash right ready to hand over for what they picked as good values.

Rush for Oil Heaters Due to Coal Shortage

Coal Strike Even if Settled May Cause Shortage Which Will be Felt for Months—Many Homes and Industries Making Arrangements for Oil-Burning Apparatus

THAT the present season contains somewhat unusual opportunities for the sale of oil heaters and stoves is the opinion of many manufacturers and distributors of these products. The prevailing coal situation, which has been developed by reason of strikes affecting both mine operation and the transportation of coal, has stimulated the general demand for oil-burning apparatus of various kinds.

Oil burners and oil furnaces are attracting the interest of consumers in greater volume, and the average impression is that similar influences are considered likely to react upon the movement of oil stoves and oil heaters as soon as the advent of Fall weather brings such devices into season.

In discussing this situation with Hardware and Metal, one manufacturer stated that oil heaters are selling very well, and there has also been noted quite a good call for oil stoves during recent weeks. Fall bookings are described as heavy. This manufacturer stated that the coal situation has undoubtedly made the general public somewhat nervous regarding a possible coal shortage during the coming months, and this has a direct influence upon the sale of these products.

With prices on oil heaters recently reduced, many merchants are awake to the business opportunities provided under existing conditions. However, the opinion of certain conservative distributors was to the effect that in several sections at least, stocks were not entirely cleared out last season and it is where a surplus of this nature exists, that must first be disposed of, which is holding up current orders in certain localities.

Discussing prospects for the coming season with another manufacturer, the opinion was expressed that the weather was not yet suitable to the heavy sale of heaters and oil stoves. Orders for these goods are just moderate, at present, which is considered usual for this time of the year. It was stated that there should be a noticeable increase in the volume of sales during the next few months, as the shortage of coal and the high prices for this kind of fuel likely to prevail during the coming winter, has been a factor in inducing many distributors of oil equipment to handle such products on a more extensive scale than formerly.

The substitution of oil-burning apparatus where coal was formerly used as fuel, is becoming a universal result of the miners' strike. Numerous inquiries for oil burners suitable for service in domestic heating furnaces are evident, while a number of steel producers are reported to be contemplating the adaption of oil-burning equipment in respect to foundry work. The oil heater and oil cook stove, however, are attracting increased interest for similar reasons, and for heating individual rooms and small structures, oil products are described as receiving a larger share of consumer attention, while for cooking purposes oil apparatus has long been in evidence as a substitute for other fuel methods such as coal and wood.

One of the largest manufacturers pointed out that while such factors might determine the volume of sales in the coming season, the influence of the coal situation is not yet apparent on their sales records, and no marked increase in bookings is expected until the colder weather sets in. Both manufacturers and distributors of oil heating and cooking equipment, however, are generally preparing for a good season because of the added incentive of the fuel market conditions.

NOVEL STUNT BY RETAILERS

"Dollar, dollar! Who's got the dollar?" will be one of the stunts introduced into the business campaign planned for Exhibition fortnight by the St. Clair Business Men's Association, Toronto.

A brand-new one dollar bill will be withdrawn from a neighborhood bank by one of the association and it will be attached to a card upon which the first owner will sign his name. He will then proceed to put it into circulation by purchasing a dollar's worth of something from one of his brother business men, who in turn will sign the card and go forth to buy something else. Thus the dollar will be made to circulate within the district for the whole two weeks, during which time a complete record will be kept of the various commodities it has purchased, while the names attached to it will furnish a personal history of its travels.

During the campaign the places of business occupied by the members of the association will display cards in their windows certifying to their membership. Thus customers will be able to distinguish between the campaigners and the others.

Each shop will be specially decorated for the duration of the campaign.

"PUTS THE LIGHT ON RETAIL BUSINESS"

(Continued from page 25)

to provide for breakages, loss of perishable goods, theft, etc., if the loss amounts to 10 or 15 per cent.; as it sometimes does, it is necessary to make a close investigation. A study of the figures on the merchandise record and the book in which entries are made of all goods sold at prices below the set margin (which really represent a loss under this plan) will soon reveal where the leakage exists and steps can be taken to tighten up.

The percentage of mark-up will vary in different stores, according to the number of turns of stock which can be made in a year. Then, too, it takes time for a store to establish what is a fair margin on the various lines of hardware. The idea is to take a set margin which covers administration, sales expenses and profit and use it for a while, later revising it according to what transpires. A different margin is provided for each item; thus garden tools in this particular case carry a margin of 37 per cent. based on 3 2-3 turns in the year, whereas some other lines may carry as high as a 60 per cent. margin on 1 turn.

Mr. Mills is of the opinion that this system provides hardware merchants with much needed light, and it is the wonder of many that more merchants do not fail in business by following the plan of setting a certain margin for all lines, cutting prices to meet certain competition, having no handy record of stock on hand, and having no idea of the relation of sales and administration expenses to the various items sold over the counter. More will be heard of the way in which the system is working out in the Mills store, at a later date.

"Puts the Light on Retail Business"

So the Merchandising Plan as Outlined by Frank Stockdale in Last Week's Issue of Hardware and Metal is Described by Nelson Mills, Hamilton, Ont.—How Various Information is Tabulated and Used in Applying This System

THOUGH the merchandising plan as outlined by Mr. Stockdale in last week's issue has been carried out by personal execution in the Mills Hardware Co. store in Hamilton, Ont., it has not yet had sufficient time to be developed in all its details, so that specific information as to its success can hardly yet be passed on. It has progressed far enough to indicate that the information given will be of great help in directing the business and once a year's operations have been completed specific data will be available.

Discussing the matter with Nelson Mills, vice-president of the company, Hardware and Metal was allowed a cursory glance at some of the records which suffice to show in general how the system works out. One of the most interesting is the Merchandise Record which, at the heading, provides for a notation of the "department," and "item" which is given by a code. Also at the heading is a place for the figure representing the average margin (gross profit) on that line. Space is also put for records of High Stock and Low Stock. The columns on the record provide for the notation of date of entry, stock on hand, from whom purchases are made, the cost, goods returned, total sales price, margin and percentage of profit.

Each column on this record is filled in monthly with the month's figures from the books and it is then immediately evident whether the margin which has been secured corresponds with the margin which is set and which appears at the head of the sheet. It should be explained that a certain margin is set, having in mind the number of times the stock should be turned in the year. This margin allows for the covering of all administration and sales expenses of the store. This margin may not be secured one month but it may be exceeded another month, so that a record spread over some months is necessary to ascertain what may be expected.

Margin Based on Stock Turns

It was explained that the margin set is based on the number of turns of stock normally expected, therefore the record for a few months will show at a glance what lines need stimulating. It will also show where extra sales effort should be applied. If the line does not respond to extra effort a quick survey of the records will show what is the matter.

Generally speaking the margins set for the Mills Hardware store have allowed them to sell goods at prices which ordinarily are looked upon as big reductions and compare very favorably with prices prevailing among other stores.

The underlying idea, of course, is to get the biggest margin consistent with turnover, realizing that retail business is to sell as much merchandise as possible. The more merchandise which is sold the lower the per unit overhead cost.

Under this plan the various lines of hardware are grouped according to certain classifications and each is given a code number. This number is placed on each invoice opposite the listing of the merchandise and the percentage of mark-up (either on cost or on selling price) for the number of turns required on that particular stock are extended right on the invoice by the accountants. The invoice is then turned over to the sales department whose responsibility it is to secure the number of stock turns noted and secure the margin as listed. Obviously goods invoiced direct from one manufacturer can be extended easier than those from jobbers listing many lines.

With the information on the merchandise record before them, the accountants can advise the store management from time to time which lines are falling below their quota.

One of the advantages of the system is that losses which are out of proportion to the store's trade can be checked up. Thus having in mind the fact that the store's losses should not be higher than 5 per cent. of the turnover,

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"On Top" In Binder Twine Selling

Under the above heading J. B. Skelton, hardware merchant of Palmerston, Ont., ran this illustration in his local newspaper advertising. It was used for the purpose of indicating the extent of his business in binder twine and the fact that a large quantity of fresh new stock was available. It had a widespread effect judging by the new faces which were noticed among purchasers of binder twine at this store.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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TORONTO, SATURDAY, AUGUST 26, 1922

Editorials in Brief

IT IS ENCOURAGING to note that a number of manufacturers, wholesalers and retailers in the Canadian hardware trade have already found reason to appreciate the helpful nature of the data contained in the editorial and advertising pages of the Annual Fall Number which was issued last week, August 19. No effort was spared to make this issue the best yet from the standpoint of effective assistance to all branches of the trade in connection with present problems of merchandising and administration. The Editor will be pleased to have your opinion of the Fall Number.

Many Developments in Steel

DEVELOPMENTS are coming fast in the steel industry these days. The strike of bituminous coal miners has been settled in many states, while in Canada the Nova Scotia miners are still out and the workers in Alberta and British Columbia have resumed operations. The railway strike has again taken a bad turn indicating that settlement may be still further delayed. It is likely that a severe shortage of cars will develop which may impede the movement of merchandise considerably even after the settlement of the strike. Some railroad lines are already feeling a shortage of equipment due to the shopmen's strike and the resultant inability to repair rolling stock. Then in the face of this situation comes the announcement of a 20 per cent. increase in wages to certain classes of labor employed by the principal steel producers in the U.S. The reason underlying this increase is not clear, but it has so far only had the tendency of strengthening the claims of the striking coal miners for the establishment of higher wage scales.

There is no question that the fuel stringency is curtailing production of iron and steel, and every week sees more blast furnaces suspended. To date there has been little excitement among consumers and little of the scramble for material that is often seen in time of scarcity. Railroads, automobile works and other such industries are placing business despite the inability of the mills to promise any definite delivery date. An indication of the trend of prices is seen in the fact that the Iron Age composite price for finished steel is now 2.21c. per lb. against 2.169c. for several weeks and is now the highest since October 1921.

High Prices Don't Spell Success

DISCUSSIONS at retailers' conventions and informally among hardwaremen have frequently brought out the prime importance of the question of price in to-day's business. The price to the consumer represents the percentage of mark up which in turn indicates the expenses and margin of profit of that particular store. The price will govern very largely the volume of turnover by which the mark up is set. Hence it is of dual importance to hardwaremen.

The price has figured more intensively since 1917 than any factor in the making and unmaking of business. Why is this? The answer is that the price if proper and stable encourages demand and accelerates sales. If prices are too low, profits are cut off and industry wanes. The abnormally low price will not of itself develop business. When the price is too high, danger of quick deflation is threatened with a serious loss to the business enterpriser.

The chief object of business should be always for a proper and stable price. We cannot always take the index number as a safe guide, because it may happen that some prices are too low and others too high. The average may be all right. Thus in the depression the prices of basic commodities went too low, the prices of fabricated commodities did not fall enough to prevent maladjustment between the two, and this has been one of the chief occasions of a slow moving business. It was natural to expect higher prices for the basic commodities—not only natural but proper. In producing the fabricated commodities, however, costs should have controlled, so that any reasonable increase in the basic price could be absorbed without causing any decided upward swing in the price curve. We have not accomplished this, and it is one of the dangers in our present situation. We see the basic price rising and we hear comments on cotton going to an abnormal figure. Perhaps there is no reason for anticipating a high movement, though it is only to be expected that the prices which went too low should regain themselves in a measure. They ought not, however, to go to a point where business will be restrained.

Let there be a stiff control of the fabricated price, for if its upward swing is too great the liquidating value of commodities will again be in peril and we can well look for another depression. We are endeavoring to point out the mistake of believing that business success is bound up to high prices. It is bound up to stable prices. Prices that are reasonable w encourage buying, for they give a safe liquidating basis to commodities.

Big Future for Rural Trade

FINAL FIGURES governing the sixth census of Canada shows population on June 1 of 8,788,483, being an increase of 1,581,840 over the population recorded in 1911. The percentage of increase is about 21.95 per cent. It would seem by a perusal of the reports that the claims of agriculturists that the farming industry is the basic industry from certain standpoints, are borne out. Of the total population, 4,439,505 reside in rural districts compared with 4,348,978 living in urban centres. Alberta leads the way in so far as increase in population is concerned the percentage being 57 with Saskatchewan second with a 53 per cent. increase. Yukon shows a decrease, British Columbia gained 33 per cent., Manitoba gained 32 per cent., Nova Scotia gained 6 per cent., New Brunswick 10 per cent. Prince Edward declined 5 per cent.

Further evidences of the growing importance of the agricultural districts of Canada is found in the fact that settlers arriving in the three Western prairie provinces during the month of May numbered 1,020. They brought with them $227,000 in cash, and effects valued at about $100,000. This is bringing a relatively high proportion of wealth to the country and indicates that these are the type of settlers who are wanted to form community centres in the vast prairie lands of Canada.

Retailers and other business men in other branches of trade will realize, from such statistics, the fact that the agricultural districts of Canada are of a growing importance, that their special needs must be taken care of and that they offer wonderful business opportunities for those who study their requirements.

A Historical Event for the O. R. H. A.

Corporation Formed to Foster Interest of Retail Hardwaremen and to Encourage Uniformity in Customs and Usages of Trade and Commerce—By-Laws and Regulations Which Govern Procedure

THE official documents in connection with the incorporation of the Ontario Retail Hardware Association, as briefly referred to in August 12 issue of Hardware and Metal, constitute George Edward May, John Caslor, Harry Noah Joy and David Spencer Guffin, hardware merchants, all of Toronto, and Wilmott Ferdinand Macpherson of Prescott, retired hardware merchant and any others who have become subscribers to the memorandum of agreement of the corporation and persons who hereafter become members thereof, a corporation without share capital for the following purposes:—

(a) To foster the interests of those engaged in the retail hardware and stove business; to reform abuses relative

JOHN CASLOR

Toronto, Treasurer O. R. H. A. this year, named as director in the new corporation

thereto; to secure freedom from unjust or unlawful exactions therein and to disseminate any and all information in respect to lines handled by any of its members; (b) To procure uniformity and certainty in the customs usages of trade and commerce, particularly for those engaged in the retail hardware and stove business; to settle differences between members and to promote a more enlarged and friendly intercourse between business men engaged in the retail hardware and stove business; and to secure united action of all retail hardware and stove merchants in the Province of Ontario upon all matters re-

GEORGE EDWARD MAY

Toronto, President O. R. H. A. this year, named as director in the new corporation.

lating to the trade, provided the same is not contrary to law, or to the purposes of the association; (c) To establish and extend more intimate acquaintance among members of the association; to exchange suggestions and ideas of business plans and methods; to promote and cultivate friendly relations with manufacturers and wholesale hardware merchants, and to give expression of views

HARRY NOAH JOY

Toronto, executive member O. R. H. A., named as director in the new corporation.

as an association on matters relating to the trade; and (d) Generally to do all and everything necessary, suitable and proper for the accomplishment of any of the purposes, or the attainment of any of the objects, or the furtherance of any of the powers hereinbefore set forth, either alone, or in association with other corporations, firms or individuals, and to do every other act or acts, thing or things, incidental to or growing out of, or connected with the aforesaid purposes or powers or any part or parts thereof, provided the same be not inconsistent with the laws under which the corporation is organized or the laws of the Province of Ontario; with its head office at the said town of Prescott.

W. F. MACPHERSON

Prescott, Secretary O. R. H. A., named as director in the new corporation.

The aforementioned individuals are the first directors of the organization It is declared that 1, the subscribers to memorandum of agreement of the corporation shall be the first members and the coropration shall consist of the subscribers and of those who shall hereafter be duly elected as members of the corporation in accordance with the by-laws and regulations from time to time in force; 2, The interest of a member in the corporation shall consist of the subable and shall lapse and cease to exist upon the death of such member or when such member shall cease to be a member by resignation or otherwise in accordance with the by-laws and regulations;

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Events in the Trade

BUSINESS CHANGES

J. A. Tanguay, 900 St. Catharines St., East, Montreal, has sold his retail hardware business to Ulric Archambault.

NEW FIRMS

Thornton & McWilliams, have opened a hardware business at 273 Glebemount Avenue, Toronto, with a complete line of hardware, paints, oils, glass, etc., tinsmith shop, etc.

FIRE LOSS

Fire which originated in the oil house spread to the store and dwelling of Charles Wale, at Hopeville, Ont., causing a loss of $25,000.

INCORPORATION

O. P. Hamlin, Co., Ltd., head office, Windsor, Ont., capital $50,000, to manufacture and carry on contracting business in plumbing and sanitary fixtures, heating supplies, etc.

New York Color and Chemical Co. Inc. has secured charter to operate in Ontario in the manufacture and sale of paints, varnishes, putty, white lead, enamels, etc.

PERSONAL

J. E. and Mrs. Scriven of Tilbury, Ont., are visiting with relatives in Tillsonburg, St. Thomas and Hamilton.

J. R. Simmonds of Jas. Simmonds Ltd., Halifax, was a Montreal visitor this week.

R. M. Bruce and family of Essex, Ont., have returned after enjoying a ten-day motor trip to Cleveland.

Norman Baiden, Lyons and Marks, Toronto, is severing his connection with that firm to commence a retail hardware business in Toronto.

Miss Margaret Wade, of London, Ont., who recently resigned as editress of the McClary Mfg., Co.'s "Wireless," left this week for Windsor where she will manage the border branch of a large bond house. A banquet is being held in London shortly by the company and office staff at which Miss Wade is to be the guest of honor.

OBITUARY

Charles G. Davis, former superintendent of the Maple Leaf Harvest Tool Company, at Tillsonburg, Ont., died very suddenly in England, according to a cablegram received from his wife. He went to England some months ago to rest owing to illness.

ERECT NEW HARDWARE STORE

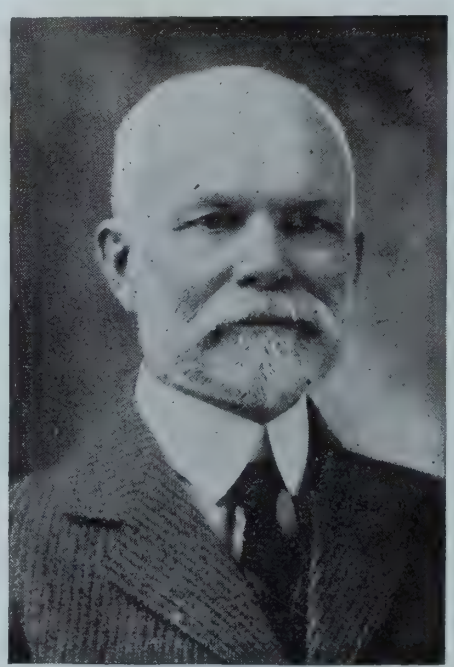
Montreal.—Lambert Hardware Co., 2552 St. Hubert St., is building a new hardware store to cost $20,000.

WIRE CONCERNS IN MERGER

The Wire Goods Company of Worcester, Mass., the Cassidy-Fairbank Company of Chicago and the Andrews Wire and Iron Company of Rockford, Ill., and of Watford, Canada, are consolidated as a $1,000,000 corporation with headquarters in Worcester. Eventually the business probably will be conducted under the name of the Washburn Company, the other corporation names disappearing.

SHERBROOKE STEEL FOUNDRY COMMENCES OPERATIONS

The Manganese and Steel Foundry, Limited, has commenced operations in Sherbrooke, Que., engaged in turning out castings. P. McCullough, formerly of the Canadian Brakeshoe Co., is president and general manager of the new concern, while A. S. Bayles, formerly of the Canadian Ingersoll Rand Co., is secretary-treasurer assuming control of the office. The company anticipates developing a Dominion-wide trade and plans to extend operations to other centres in due course.



HENRY WATTERS

Treasurer of the Dominion Board, R. M. A., and Ottawa retailer, who will be the special speaker at the directors' luncheon on Merchants' Day next Wednesday at the Canadian National Exhibition.

OFFICIAL STATEMENT RE BARRETT CO. TAKING OVER A. McARTHUR CO.

As some misinformation was given in the report appearing in last week's issue of Hardware and Metal concerning the purchase of the Alex. McArthur Co. of Montreal by The Barrett Co. Ltd., particularly that part stating that this company was controlled by the Allied Chemical Co. of New York, (which is untrue) Hardware and Metal publishes, as follows, the official statement of The Barrett Co.;

The Alex. McArthur Co. Ltd., has now been amalgamated with The Barrett Co. Ltd. The company was founded by Alex. McArthur about forty years ago and continued until his death in 1903 when the present company was incorporated by the late Lieut. Col. Colin McArthur, and D. J. Munn and others. This industry, manufacturing roofing and paper products, has a paper mill at Joliette, Que., a roofing mill at Montreal and several warehouses throughout the country. Its head offices are at 82 McGill St. The Barrett Co. Ltd., is the successor of the old Paterson Mfg. Co., manufacturers of roofing and paving products, with several plants and warehouses in the Dominion.

D. J. Munn, former president of the Alex. McArthur Co., has retired and H. C. Bonney, vice-president and general manager of The Barrett Co. Ltd., has now become the controlling officer of the Alex. McArthur Co. The two companies will be conducted separately as heretofore, each retaining its own identity and separate organizations except such changes along the line of manufacturing as will make for lower costs and greater efficiency. The McArthur Co. will continue to market its various special roofing products upon which its business has been built. The major portion of the staff of both companies will be retained and no changes whatever in the selling policies of the two companies are anticipated.

"MADE IN CANADA" CAMPAIGN

Montreal.—The Quebec branch of the Canadian Manufacturers' Association will again launch a campaign endeavoring to promote Canadian made goods through the numerous fall fairs throughout the province this year. Last year the association distributed four thousand large cards carrying the inscription "Make Canada Prosperous by Buying Canadian Products," and several thousand smaller ones inscribed "Produced In Canada."

IMPERIAL OIL CO. TO BUILD REFINERY IN WEST

Imperial Oil Company will build a new refinery at Calgary, to cost about $2,500,000. The site is about 107 acres, and the plant will have a daily capacity of 3,000 barrels of crude oil, which will likely be obtained from Wyoming or Montana, the present source of supply for the company's Regina plant refinery.

HARDWAREMAN TELLS OF EUROPEAN CONDITIONS

George Davey of Ingram and Davey, St. Thomas, Ont., who has just returned from spending three months in Europe, states that there is a splendid opportunity for Canadians to increase their trade with England. According to Mr. Davey, it is largely a question of going after the business. Britishers generally, and business men especially, he says, are most favorably disposed towards Canada.

While in England Mr. Davey did considerable buying at prices which he regards as very favorable.

Germany, he says, is prosperous to all appearances and the people very busy. After seeing what happened in France during the war, it is easy, he says, to understand why the French people are so insistent in regard to reparations.

At the regular meeting of the St. Thomas Kiwanis Club this week Mr. Davey gave a talk on his trip and conditions in Europe that was listened to with the keenest interest.

EXTEND GUTTA PERCHA AND RUBBER PLANT

London, Ont.—Important extensions to the local branch of the Gutta Percha and Rubber Co., Ltd., are planned for this fall. It was stated to Hardware and Metal that business has been excellent and that the firm will build a large addition to the present premises in order to provide increased warehouse accommodation.

There is an active demand at the present time for such seasonable lines as steam hose, air hose, packing, etc. Prices are ruling firm. A large trade has been done all season in automobile tires. With crop conditions the best in many years and farmers prosperous good trade is looked for in the coming months.

Just now with the threshing season on there is a big demand for thresher belts, agricultural hose and similar lines.

In the big civic holiday parade and celebration at Clinton, Ont., the float of the Clinton Hardware Co., was awarded third prize and won many hearty commendations from the crowd.

Frank N. Barrett, of Ingram & Davey Limited, St. Thomas, Ont., who recently purchased the A. E. Campbell Hardware in St. Thomas, takes possession next week. He plans developing the motor accessories department and specializing in builders' supplies and roofing.

Western Canada News

Fisher & Watson Hardware, Colinton, Alta., has been succeeded by Watson Hardware Co.

James Feir, of Wood-Vallance Co., Ltd., Regina, Sask., spent a few days in Winnipeg during the week.

Parsons & Piroth, hardware, Oak Lake, Man., has been taken back by W. W. McCubbin.

E. M. Adams, of Wood-Vallance & Adams, Calgary, Alberta, was a business visitor to Winnipeg during the week.

C. H. S. Bamford, sales manager of The J. H. Ashdown Hardware Co., Ltd., Winnipeg, is spending his vacation at Kenora.

W. C. Auld, the first hardware store to operate in Youngstown, Alberta, has bought the hardware stock of Ballantyne Bros., who are closing out their business.

E. A. Dykes, of Dykes & Rutley, hardware merchants, of Kindersley, Sask., was a visitor at the J. H. Ashdown Hardware Co., Ltd., Winnipeg. Mr. Dykes reported the crop outlook fair.

S. H. Whyte Manufacturing Co., Ltd., Winnipeg, have been appointed representatives for Western Canada for H. Nagle & Company of Montreal, manufacturers of Vol-Peek cement, silver and furniture polish, etc.

W. J. Wilson, sales manager of The Western Steel Products Ltd., Winnipeg addressed the Western publishers at their annual short course which was held at the Agricultural College this week on the subject of "Selling."

The annual convention of the British Columbia Paint Manufacturers' Association, held in Victoria, was one of the most successful in the history of the organization. Last season's "Save the Surface" campaign was said to be a marked success and as a result it was decided to carry on the drive during the coming year and to back it up with a strong advertising campaign emphasizing the importance of paint as a preservative. It was stated that there had been a good increase in paint sales owing to the building program carried on in Victoria, Vancouver and other centres of population.

Among those who attended were the following:

L. C. DeMerrall of the Martin Senour Paint of Vancouver, president of the B. C. Paint Manufacturers' Association; J. H. Hawkins of the Sherwin-Williams Paint Co., Vancouver; G. McBain of the Crown Paint Co., Vancouver; G. E. Smitht of the Brandram-Henderson, Vancouver; Norman Jessiman of Vancouver; H. C. Douglass of the A. Ramsay Co., Vancouver; Thomas Pearson, M. P. P., of R. C. Jamieson & Co., Vancouver; H. Darling of the Henry Darling Co., Vancouver; J. C. Pendray of the B. C. Paint Co., Victoria; J. N. Davey and W. M. Lawrence of Victoria.

A. G. Richards, manager of the plumbing and heating goods department of Marshall Wells, Alberta Co., of Edmonton, was a visitor among the trade of Calgary this week.

Much importance is attached to the location by Fred Blanchard, at the head waters of the Peace River near Hudson's Hope, of a large showing of iron which has been assayed at the Trail Smelter at sixty per cent. The locator reports that the strip which he uncovered was 700 feet in width and more than three miles in length.

Among the hardware men visiting Calgary this week were Fred S. Ditto of Stavely and Fraser Whimster of High River, Alberta. Both come from that portion of Alberta where crops can be described as good, and feel that they will be called upon this fall to take care of a good healthy volume of business that should be considerably in excess of recent years.

At the mid-summer dinner of the Vancouver Electric Club at the Hotel Vancouver this week, Lawrence W. Davis, field representative of the National Association of Electrical Contractors and Dealers, told the seventy-five members that business was on the upgrade and in his opinion would continue for the next five or six years. He said that to ensure public safety, all contractors and dealers should be licensed after the system followed in Ontario. It was announced that the electrical house which would be opened in September in this city, would demonstrate the great strides made in wiring of the home in recent years.

OPEN WAREHOUSES IN THE WEST

The Dominion Battery Company is opening warehouses in Winnipeg, Montreal, Calgary and Vancouver to facilitate service.

CONFERENCE CALLED ON B. C. STEEL PLANT

Victoria.—A conference of Imperial government officials, British steel manufacturers, Canadian government and British Columbia Cabinet Ministers will be held in London next month in connection with the proposed construction of a $12,000,000 steel plant on the British Columbia coast, according to announcement made here. The project it is claimed, is being backed up by the three governments. The Federal governments will be represented by Hon. W. S. Fielding, Minister of Finance, and British Columbia either by Hon. W. M. Sloan, Minister of Mines, or Hon. John Hart, Minister of Finance, according to M. I. Landahl of Vancouver, active in the undertaking.

Big Expectations for Copper Products

General Manager Quigley of Anaconda American Brass Co., Ltd., Newly Located Firm at New Toronto, Ont., Outlines Company's Plans for Canada—May Encourage Brass Cutters and Workers to Canada—Research Propaganda Doing Much Good Work

ANACONDA American Brass Limited has been incorporated in Canada, with capital of one million dollars, as a company chartered to manufacture and distribute brass, copper and nickel silver materials of every variety. As briefly announced in a recent issue of Hardware and Metal this company has acquired the business and good will of Brown's Copper and Brass Rolling Mills Ltd., of New Toronto. This plant is at present closed while inventory and repairs are being executed but it is expected to be in operation by September 1. This company is the Canadian end of the American Brass Company which has extensive mining and production interests in the United States with head office in Waterbury, Conn.

The officials of the Canadian company are as follows:—

President, John A. Coe; Vice-President, G. H. Allen, Vice-President American Brass Co.; Treasurer, C. F. Hollister, Treasurer American Brass Co.; Secretary, M. S. Moss; General Manager A. H. Quigley. Messrs. Moss and Quigley are the local directors on the board which in addition to the other officials named includes; John D. Ryan, Chairman Board of Directors of Anaconda Copper Mining Co.; C. F. Kelly, President Anaconda Copper Mining Co.; B. B. Thayer, Vice-President of Anaconda Copper Mining Co.; and Charles F. Brooker, Chairman Board of Directors American Brass Co.

Can Make Complete Line

Mr. Quigley, general manager of the Canadian plant, was formerly at Kenosha, Wis., the furthest west branch of the company, where he occupied the position of assistant manager. Prior to that he was employed at the mills in Connecticut. Mr. Quigley's whole business experience has been with this firm. Mr. Moss, secretary and superintendent, comes from the Buffalo branch where he was assistant superintendent. Mr. Quigley explained that the Anaconda Copper Mining Co. owns the American Brass Co., which in turn owns the stock of the new Canadian company.

The Canadian charter allows the manufacture of a complete line of products made by the company in the United States, but for the present only those products formerly made by Brown's Copper and Brass Rolling Mills Ltd., will be made. A lease has been taken on the latter's property at New Toronto for five years. Firms who are purchasers of the semi-finished product of the company include electrical, sanitary, domestic utensil, screw manufacturers, the building trades, furniture, stove, scientific instrument, flatware, hollowware, tableware manufacturers, plumbing goods, boat, steam engine, boiler makers, etc. Some articles are finished by the company but the bulk of their production is of semi-finished materials which are trade marked.

The bulk of their trade is direct with manufacturers, though they do sell through wholesalers as well. For now no arrangements are being made for distributing agencies throughout the country as most of the firm's business is done with industries which are largely located in Ontario and Quebec. The products include sheet brass in flats, strips and coils in various mixtures including high brass, low brass and bronze containing from 60 to 95 per cent. of copper. Copper is also produced in sheets, rolls and strips plain and tinned. Polished copper may also be made. The products also include rods including free turning, naval brass and bronze. Larger sizes of wire in various mixtures will be produced as well as sheet copper, hot and cold rolled used among other things for roofing.

Copper Shingles

Asked regarding the likelihood of making copper shingles tinted various shades by acids at the Canadian plant Mr. Quigley pointed out that these would not be made in Canada at present but that these along with other copper and brass products would later be made here providing the company's progress and opportunities for trade are favorable.

Speaking of the reasons for the company locating in Canada Mr. Quigley pointed out that it was done in order that better service might be given Canadian customers, though this branch will not handle any business now done with the head office or branches in the United States in products which will not be made in Canada. Mr. Quigley states that after investigation the firm is optimistic regarding the future of Canadian trade in copper and brass produc particularly. Some price advantage may accrue to purchasers of the company's products through the Canadian plant though the tariff was said to be not highly protective on these lines. Mr. Quigley expressed the opinion that the location here of this company will likely encourage cutters and workers in brass and other such industries to locate here. The propaganda being conducted by the Copper and Brass Research Ass'n. was said to be doing much helpful work in bringing to public attention the value of using copper and brass pipe and other such products.

A Historical Event For The O. R. H. A.

(Continued from Page 27)

DAVID S. GUFFIN
Toronto, named as director in the new incorporation of Ontario Retail Hardware Association.

3, The directors shall constitute the Committee of Management and 4, The by-laws and regulations for (a) election of members, trustees, directors and officers, (b) holding of meetings of members, trustees and directors, (c) establishment of branches, (d) payment of directors, trustees, officers and employees and (e) the control and management of the affairs of the corporation shall be made and established, subject to amendment or repeal as therein or hereafter by by-law or regulation provided, at a general meeting to be held not more than six months after incorporation at such time and place as the directors may determine, and such by-laws, regulations and amendments shall replace, exclude or modify those set out in form 4 in the schedule to The Ontario Companies Act.

Without Purpose of Gain

It is declared that the said corporation shall be carried on without the purpose of gain for its members and that any profits or other accretions to the corporation shall be used in promoting its objects.

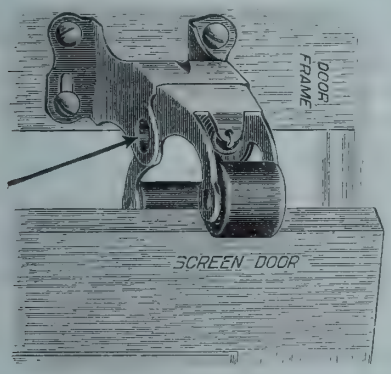
(Continued on page 44)

New Hardware Goods

Offered to Canadian Hardwaremen

NEW MARVEL HOLDER

Geo. W. Mallory, Blenheim, Ont., has produced a new model Marvel door holder for the 1923 market. The holder which is for screen and storm doors or any other light doors, is said to embrace many improvements over previous holders of this kind. There is a new improved angle bearing which gives additional strength and ease of operation and also makes the holder practically indestructible. The holder is made of cold-rolled steel, with a steel coil spring, and in japanned finish. The



holders are packed one dozen in a box and also in packages of twelve dozen boxes. It is said that the holder can be retailed at 25 cents each.

PATENT LOCK NUT

A new lock nut has recently been designed and patented by G. W. Hohme of Castor, Alberta. This locking device is described as consisting of the nut prepared with a recess and post to receive the locking portion. In this recess, is a small, square hole to receive one end of the spring, and another small hole for unlocking. The locking device is a disc with a handle, with pivot hole on centre made in form like a head, with neck and disc teeth. On the lower part of the neck is a small hole to receive the other end of the spring and also a slanting recess for unlocking. In assembling the lock nut, the spring is entered in the square hole, the locking device placed on post, and the other end of the spring placed in hole provided in lower part of neck. The spring will keep the lower teeth of locking device in contact with the post. For unlocking, a short turn forward is all that is required.

Steps are now being undertaken to manufacture this lock nut upon an extensive scale with a view to distributing it through the hardware trade.

SEMMENS EXTENSION LADDER

Semmens & Son, 174 York Street, Hamilton, are now making extension ladders, section ladders and straight ladders, of every description. These products have best hickory rungs, and are equipped with sturdy hardware. The manufacturers also point out that they can be easily raised or lowered.

EASY READING THERMOMETER

A new thermometer has been placed on the market by the Wilder-Pike Thermometer Co., Troy, N. Y., known as the Easy Reading thermometer. This thermometer has an enamel scale with a magnifying spirit tube which makes reading easily possible at a considerable distance. The easy reading thermometer is made in an assortment of wood backs and with either an 8 inch or a 10 inch scale.

FLEXIBLE PIPE HANGER

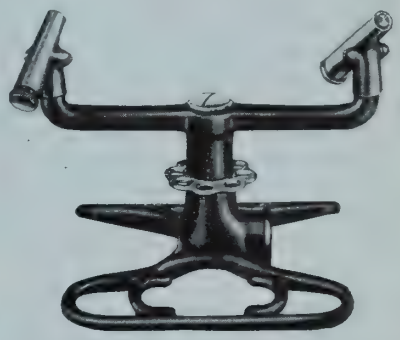
Messrs. W. H. Cunningham & Hill, Ltd., Richmond St., W., Toronto, are now putting on the market a flexible pipe hanger. This galvanized band can be easily bent to fit any sized pipe, while the distributors point out that the drive points are hardened so as to be easily driven into the joists. An important feature is the fact that the hanger can be shortened by winding around the pipe, if necessary. Another advantage claimed for the flexible hanger is the fact that one size can be used to take the place of many different sizes previously required.

OXFORD DRY MOP

Dry mops for use on hardwood floors and walls, are being manufactured by the Oxford Mop Co., of Woodstock, Ont. These products are at present being made in brown and red, and the manufacturers point out that this is strictly a dry mop, although, when dirty, it can easily be washed, and will dry out in good condition. Other features pointed out by the makers are that this mop has plenty of yarn twisted into it, and will not scratch any polished surface. The metal stamping on the end of the handle into which the mop fits, is brass plated and rust proof. The wire into which the yarn is twisted is galvanized and will not rust. The mop will also be supplied in a slate gray color in the near future, as well as various kinds of dusters. The Oxford dry mop is reversible, and can be quickly taken from the handle, and turned over, therefore giving two wearing surfaces.

RAIN KING SPRINKLER

The Rain King is the name of a new plant sprinkler, which has been placed on the market by the Flexible Shaft Co., Ltd., Toronto. The manufacturers point out that this new sprinkler is unusually small and compact, while it also embodies a number of new features in the even distribution of the spray. In the development of this product, the makers claim to have given much time to securing an equitable distribution of water. It is also stated as possible to regulate the spray to cover a circle



varying in size from 8 in. to 70 ft. in diameter. This particular sprinkler may also be adjusted to water strips of lawns, corners and odd shaped places, without touching the adjoining property.

CARTRIDGE RADIATOR CORE

The United States Cartridge Co., of Lowell, Mass., manufacturers of Cartridge radiator tubes, have established an agency in Western Canada, and have appointed the Guarantee Sheet Metal & Roofing Co., Winnipeg, their exclusive agents for Manitoba, Saskatchewan and Alberta.

The recent development of the cartridge core or radiator core constructed of cartridge tubes, provides direct interest for the automotive trade. Many automobile manufacturers are stated to be equipping their new models with radiators constructed of cartridge cores. One of the outstanding features of this new core is that it is composed of a number of small tubes known as cartridges, and soldered together and held in place by a metal strip. It is claimed that with this new principle the cooling surface is enlarged, while the core is more durable. Added to this is the outstanding feature of the easy method of repair. The core is so constructed that if one tube or a number of tubes become damaged, they can be readily removed, and replaced by a new tube.

The manufacturers of this product also supply an emergency repair kit.

Markets at a Glance

AN EXAMINATION of price changes on the current hardware markets reveals few primary revisions this week, but the general tendency remains firm. The new list on wrought iron piping, superseding list No. 54, which has been in effect since last December, provides higher prices on both buttweld and lapweld, black and galvanized piping. A slight upward revision in larger size boiler tubes is also noted, while a small increase is in effect on the lighter sizes of roll thread machine screws. Turpentine shows a recovery this week, and based on the substantial gain evident in southern producing centres, domestic quotations have advanced fifteen cents per gallon in several centres. A comparison in discounts is now apparent between the imported and domestic makes of window glass, with lower levels being quoted on Belgian glass. The Maydole line of hammers and certain makes of wooden rat and mouse traps record a decline in quotations.

THE WIRE market has gained strength and the weakness recently noted in wire nails has given place to some anticipations of higher levels in the near future. The mining resumptions in certain soft coal areas is not being counted upon to relieve the iron and steel industry to a great extent, as the rail strike, shortage of cars and priority orders combine to offset the immediate effect. Steel products in general, therefore, retain their recent strength, with no decided easing in prices being looked for as wages have been advanced by many steel producers, thus adding to production costs.

CURRENT reports from the Maritimes indicate that while certain rural sections have experienced the usual midsummer inactivity in the hardware trade, yet buying of anticipated fall requirements by merchants is progressing steadily. There is also an active trade in guns and ammunition, while heating goods are moving in fair volume. The tourist trade has also brought good business in automotive accessories. Farmers are generally assured of a better harvest this year, and it is observed that if market conditions are at all favorable, their increased buying capacity should give marked impetus to Fall and Winter trade.

WESTERN centres record the vital fact that building activity continues to affect the movement of many hardware lines, while wholesalers state that builders' hardware and tools experience a good steady call. Binder twine has witnessed an active season, and with improved crop conditions, the general business in this product reaches a satisfactory volume. Activity is now evident in numerous harvest supplies. Alberta jobbers also note a heavy run on harvesting equipment, and their stocks of these articles are admittedly low. Retail merchants handling implements find this branch taking up most of their time in looking after late deliveries, with brisk business in repairs and small sundries. Out on the coast districts, additional rains have not only stopped but have put out the recent forest fires, with the result that logging camps are again resuming full activity.

Montreal. Que.

MONTREAL, August 24.—The increased price list on steel pipe constitutes the outstanding feature in the hardware markets this week. The continued strengthening in the steel industry and its probable effect on many lines also attracts attention. This stronger tone is now reflected on boiler tubes, when many sized tubes are quoted at slightly higher figures, this tendency being more apparent in the larger sizes. A firmer tone is still noted on bar iron, steel products and wire nails, jobbing houses reporting that higher prices in the near future would not be surprising. Galvanized sheets remain firm notwithstanding recent advances. This tendency is reflected on corrugated sheets, conductor pipe and eavestrough. Soil pipe and fittings are in brisk seasonal demand, also radiators and boilers. The sale of stoves and ranges for Fall is limited up to the present but an active season at a little later date is anticipated.

PROBABLE ADVANCE IN WIRE NAIL PRICES

Montreal.

There is now a feeling among jobbing circles that a further revision in an upward direction may be made on wire nails in the near future. It is pointed out that in face of a firmer undertone, prevailing prices are lower than those quoted previous to the unsettled market in recent weeks. Although nothing definite could be gained from manufacturers the present market tone was described as very firm, and higher prices would not be surprising.

STRENGTH STILL APPARENT IN SHEET MARKETS

Montreal.

Notwithstanding quotations on galvanized sheets have for some weeks past been on an upward trend, and a firming tendency been present, the undertone of the market is still described as strong. One factor which has offset the former stronger tone to a degree in recent weeks is the somewhat lighter demand. The usual summer slackening has reflected in these products as in most iron and steel lines. However, this considered, and the fact that the coal strike is now more hopeful, has failed to cause any weakness, and distributors anticipate a firm market for fall trade. It is pointed out that trade will soon commence to improve, and with regard to imports from the United States there is, according to dealers, little hope of any quantities from this source for some weeks even with a resumption of more normal activity at the mills. The English market is reported as steady to firm, and will likely continue so in face

of a bigger demand after the summer months.

There is little or no change in tin plate or Canada plate, with quotations remaining at revision of a few weeks ago.

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 50
26 gauge	7 00	7 25
24 gauge	6 40	6 65
22 gauge	6 05	6 30
18—20 gauge	5 35	5 60
Other Brands—		
10¾ oz.	7 00	7 25
28 U. S. gauge	6 60	6 85
26 U. S. gauge	6 30	6 55
24 gauge	6 15	6 40
22 gauge	6 15	6 40
18—20 gauge	6 00	6 25
16 gauge	6 85	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

GOOD SEASONAL TRADE IN SOIL PIPE AND FITTINGS

Montreal.

Current trade in soil pipe and fittings continues good, and quite satisfactory for the present season of the year. Rather than the higher quotations, recently announced, tending to curtail buying, manufacturers state that the opposite effect was produced, dealers apparently convinced that the general upward trend in the iron and steel was bound to reflect on these products. The undertone of the present market is described as firm at following discounts:

SOIL PIPE—	
2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

FIRMER TONE IN COTTON WASTES: PRICES UNCHANGED

Montreal.

The firming tendency in cotton goods generally is said to affect cotton wastes to an extent, but the strength is not so apparent as in many other lines. Having a more or less direct bearing on domestic markets is the importation of cotton waste from England. Dealing with this it was pointed out to Hardware and Metal that imports from overseas have grown considerably during the past year. English manufacturers bring in the raw cotton from the United States and export the finished product to Canada and other countries. It is for this reason that fluctuations in the southern markets do not directly reflect on domestic markets as readily on wastes as on other lines.

	Per lb.
COTTON WASTE—	
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

SEASONAL DEMAND FOR RADIATORS AND BOILERS

Montreal.

A fairly active market is still recorded on radiators and boilers, the movement said to be seasonal and stimulated by the continuation of extensive building operations. The number of dwelling houses under construction, and prospects of further building during the later summer and fall months promise well for the sale of these products. The upward trend in the steel industry because of higher costs of raw materials, and strike conditions, reflect even a firmer undertone in goods of this class, and manufacturers express hope that a continued improvement will soon be in sight in both the coal and rail strikes.

STEADY TONE IN BRASS AND COPPER PRODUCTS

Montreal.

The steady tone in copper on primary markets reflects a similar tendency in brass and copper products such as sheets, rods and tubing. It is pointed out that quotations on the virgin metal have been advanced since the last price adjustment on the finished products, and present levels are somewhat firmer than previously. Only a fair volume of business in these lines is now in evidence at the following quotations:

	Base
BRASS—	
Sheets base	0 24
Rods, ½ to 1 inch, round	0 22
Tubing, seamless, base	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

DULL TONE REPORTED IN SCRAP METAL MARKETS

Montreal.

The waste material markets are now reported in a dull condition, the midsummer quietness being fully reflected. Nominal quotations are unchanged and the only line showing any strength is non-ferrous metals. Copper and brass scrap are quite steady in sympathy with the tone of virgin copper on primary metal markets. Iron and steel materials are very dull with a slightly easier tendency in some instances. Following are average dealers' buying prices:

WASTE MATERIALS—	
Automobile tires	0 50
Rubber shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11
Wrought iron R. rd., No. 1, per gr. ton	10 00
Malleable scrap (ton)	9 00 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	3 00
Boiler plate	8 00 9 00
No. 1 machinery cast	20 00 to 21 00

Showing Price Developments In Percentages.

BELOW IS A table giving the percentage of price developments, both increases and decreases during the past eight years on fifty staple hardware lines. The quotations on this representative list which were in effect August 1, 1914, are taken as the basis, and shown under the unit figure of 100. The average rise and fall of hardware prices in general from then until the present can be traced year by year both by the percentage of increase over the 1914 level, and also through the different index quotations which follow:

August	Increase	Index
1914	Unit level	100
1915	9 per cent.	109
1916	36 per cent.	136
1917	92 per cent.	192
1918	106 per cent.	206
1919	105 per cent.	205
1920	166 per cent.	266
1921	111 per cent.	211
1922	86 per cent.	186

In considering the above price trends, it must be remembered that the index figures only represent the standing of average hardware quotations in the first week of August of each year. The high peak of composite prices was attained in October, 1920, while the lowest levels reached since the prewar levels were registered in May of the current year when the index figure was at 184.5. Since that time the upward trend of prices has been more pronounced, this especially applying to the basic materials such as iron and steel.

INCREASE IN BAR PRODUCT PRICES ANTICIPATED

Montreal.

Iron and steel bar products remain at unchanged base prices, notwithstanding other domestic markets record a further upward revision. An advance in prices locally was anticipated last week, and in discussing a probable change this week the feeling is almost general that higher prices are pending. Local producers state that although there is reason for greater hopes in connection with the coal strike situation, the immediate outlook is little changed and they are still faced with importing higher priced fuel from overseas. There is also said to be a slightly better buying movement among jobbing houses and indications are that future demand will also assist towards maintaining a firm attitude in the market. Unchanged price levels are as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single recled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra,

STILL FIRM TENDENCY IN CORRUGATED SHEETS

Montreal.

Prevailing conditions in the flat galvanized sheet markets, where a strong tendency is still apparent, contribute a firm undertone in corrugated sheets. Recent advances in the former product have not to date brought a corresponding increase in these products, but manufacturers state that a continued upward trend may mean higher corrugated prices in the fall months. Although the movement is somewhat slower than in earlier summer it is still fair and quite seasonal. List prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	13 60
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

STOVE AND FURNACE PRICES STILL FIRM

Montreal.

Manufacturers of stoves and furnaces, in outlining the market situation, state that the tendency is still decidedly in an upward direction. The question of a revision in prices however is very indefinite, higher prices apparently pending the future trend of raw materials and other productive costs. Production costs have already increased, but in view of the fact that Fall trade will shortly commence in earnest, advanced quotations will be withheld until it is found that they are absolutely necessary, according to one large manufacturer. Bookings for fall requirements have been comparatively small up to the present and reports from merchants throughout the country show that a considerable number of stoves have been carried over from last year. In face of this, however, an active trade is anticipated, commencing perhaps a little later than usual.

UPWARD REVISION IN BOILER TUBE PRICES

Montreal.

A further change is made in boiler tube quotations, many sizes showing increased price levels. These revisions appear for the most part on the larger sized tubes, all sizes from 2½-inch up being advanced. The upward swing in the steel industry generally is now reflecting on these products, quotations on primary markets having recently been advanced. The movement of boiler tubes is only fair and following are new higher prices:

BOILER TUBES—	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	20 00	....
1½ inch	20 00	....
1¾ inch	22 00	....
2 inch	20 00	18 00
2¼ inch	22 00	20 00
2½ inch	25 00	21 00
3 inch	31 50	27 00
3½ inch	37 00	31 00
4 inch	46 75	39 50

Toronto, Ont.

TORONTO, August 24.—The increase in the steel pipe list, supplies one of the premier price developments on the current markets. Other revisions in hardware quotations are of a minor nature affecting such lines as wooden rat and mouse traps, while a similar slight reduction is noted on the Maydole line of hammers. A small revision to higher levels is in effect on certain lighter sizes of roll thread machine screws. The recent weakness in the wire nail market has now vanished and a stronger tone is apparent upon the elimination of the little war between manufacturers. The bar iron market retains a strong tone. In view of production costs keeping up even in the face of a settlement of soft coal strike conditions, no decided easing in price levels is looked for. Galvanized sheets continue one of the most active of steel products. Quietness reigns in the non-ferrous metal market, with lead remaining the strongest in the ingot group.

SLIGHT REDUCTION ON MAYDOLE HAMMER PRICES

Toronto.

Quotations on the Maydole line of hammers are now slightly reduced, the following new levels being in effect on these products:

MAYDOLE HAMMERS—

No. 1,—$18.00 per dozen. No. 1½, $16.60 per doz.; No. 12, $15.60 per doz. No. 11, $18.00 per doz. No. 11½, $16.60 per doz. No. 13, $13.85 per doz. No. 23, $12.50 per doz.

ROLL THREAD MACHINE SCREW PRICES HIGHER

Toronto.

There has been a slight advance in prices on some of the smaller sizes of roll thread machine screws. This change is stated to only affect the lighter make of roll thread, the cut thread machine screws remaining at former levels.

BAR IRON MARKET RETAINS STRONG TONE

Toronto.

Following the recent advance in prices on bar products, this phase of the local steel market reports a fair amount of activity, especially for this period of the year. Bar iron is moving fairly well, and there is also a scattered call for structural steel. Other bar products, such as hoops and band steel, are moving in small quantities. The market tone is still very strong, and in some quarters further advances in current quotations are looked upon as the order of the day. In comparison with the peak of price levels recently attained in southern primary markets, certain local distributors claim that quotations are considered likely to reach a notch higher than is now prevailing, under the assumption that the present conditions continue to reflect the upward swing of the pendulum during the ensuing weeks. Hopes of settlement in both soft and hard coal areas are now much brighter and this may have some effect in deciding future market movements. However, the additional increase in pig iron prices last week, naturally tends to further strengthen current bar iron quotations. There appears to be little effort to maintain a stated level, but the following is the average list of prices on the local market:

IRON AND STEEL—	
Mild steel bars, base	3 25
Mild steel bands 3-16 in. base	3 75
Bar iron, base	3 25
Angle iron, base	3 35
Horse shoe iron	3 85
Tire steel	3 45
Spring steel	7 00 8 00
Sleigh shoe steel	3 25
Cold drawn steel	4 50
Hoop steel	4 50
Norway iron	12 50
Toe caulk iron	4 10
Crucible cast sheet steel	28 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

GALVANIZED SHEETS IN MARKED ACTIVITY

Toronto.

Galvanized sheets continue to be the most active of steel products on the local

market. Arising from the brisk seasonal call for sheets in construction and other activities, there has developed increased production of domestic galvanized, but this has also been supported by heavier importation of varying quantities from English mills. Deliveries from southern producers have been more or less delayed by strike conditions. Uncertainty is the keynote in the delivery situation, and it is stated that if the rail and coal strikes were completely settled immediately, matters have now reached the stage where considerable time must elapse before conditions in the steel industry would again be restored to normal. The demand for sheets keeps up in unexpected volume and while the movement in some circles is of fluctuating extent, yet the general call for this material is described as such that no stocks are being accumulated. Black and blue-annealed sheets are also moving fairly well for this season. Following are average local quotations:

BLUE ANNEALED SHEETS—

10 gauge, base	4 00
12 gauge	4 05
14 gauge	4 10
16 gauge	4 15

BLACK SHEETS—

18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Hd.
28 gauge	7 50
26 gauge	7 25
24 gauge	6 65
22 gauge	6 30
18 and 20 gauge	5 80

	Premier	and Apollo
10¾ oz.	6 75	7 30
U. S. 28 base	6 35	6 90
U. S. 26 base	6 05	6 60
22 and 24	5 90	6 45
18 and 20	5 75	6 30
16	5 60	6 15
12 and 14	5 45	6 00

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'	5 20
Do., Do., 60's	5 30

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

WASTES NOT AFFECTED BY PRIMARY CHANGES

Toronto.

Although the raw cotton market has been fluctuating, with the average tendency in an upward direction, there has not been any reflection of these condition in cotton wastes. Distributors state that primary trends of this nature are not always immediately apparent in wastes, other factors also governing this market. Current trade continues on a moderate basis, with no specific features having been recorded. Quotations on these goods continue at the unchanged levels contained in the current market price pages.

Increased Price List on Steel Piping

New List Appears on Domestic Markets Due to Increased Production Costs—Higher Prices on Pig Iron and Coal Cited as Premier Factors in Situation Resulting From Strike Conditions Affecting Industry

HIGHER PRICE levels on both black and galvanized steel buttweld and lapweld pipe are now in effect from August 23, this development being principally due to the recent increase in production costs. Such a change in quotations is also in line with the prevailing conditions in this industry outlined in recent market reports appearing in Hardware and Metal. The new list, No. 56, contains a relative higher scale of prices on the various sizes, based on a similar increase as that which was announced on southern primary markets last week, to the extent of $6.00 per ton on black piping and $4.00 per ton on galvanized. While this change was first put into effect by the Independent Mills and was not immediately uniform, the additional advances on pig iron, coupled with higher fuel costs, are further elements in this situation causing other producers to fall in line.

A very firm tone has existed for several weeks in wrought iron piping, and it was considered problematic in distributing circles as to just when the expected higher price levels would come into effect. In view of the advancing costs of basic elements, the opinion was expressed that should any upward revision take place on U. S. markets, such a movement would undoubtedly be followed by domestic producers, as similar factors influenced the situation in both areas. How long the present strength will be retained—especially in the face of higher quotations—is generally considered problematic. However, in this connection, it is pointed out that not only have production costs in the steel industry recently attained correspondingly higher levels, but that wages in certain sections have been increased by producers to the extent of around twenty per cent. Even with a settlement of the coal strike, fuel prices remain high, and no expectation of easier production costs in this direction exist, at least for some time. Owing to the unusual conditions produced in the industry by the combined effect of the recent coal and rail strikes, a considerable period must elapse before market conditions will again reach normal. Following is the revised pipe list No. 56:

WROUGHT PIPE

Price List No. 56. August 23, 1922.

Standard Buttweld Pipe S/C

	Steel		Gen. Wrot. Iron	
Size	Blk.	Galv.	Blk.	Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	14 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	.....	.....
3 in.	38 25	50 49	.....	.....
3½ in.	49 68	64 40	.....	.....
4 in.	58 86	76 30	.....	.....

Standard Lapweld Pipe S/C
Per 100 feet.

	Steel		Gen. Wrot. Iron	
Size	Blk.	Galv.	Blk.	Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in.	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 95	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in.	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1 38	1 79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	243	3 13	3 54	4 28

GOOD OUTLOOK EVIDENT IN RADIATOR TRADE

Toronto.

Current trade in radiators and boilers is described as very brisk, with an optimistic viewpoint in evidence regarding the outlook for fall. The improved conditions noted during the past few weeks continue apparent, with the market considerably strengthened by scarcity and higher prices on such raw materials as pig iron and coke. Delivery of these basic elements is also stated to be more or less tied up as a result of southern transportation and coal mine strikes, these conditions providing a very firm undertone for future quotations. No price changes have been made effective on domestic centres, but one manufacturer stated that the possibility of any easier levels for late season trade has practically been removed by the developments in the steel industry and the current quotations have not taken into consideration such tendencies.

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $136; 18 in, $140; 16 in, $150 14 in., 155; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 59 per cent. for water and 60 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizese 51 per cent. for water and 52 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05 Discount 56 per cent.

BOILERS—

Water:

Round, 64 per cent off list. Square, 15 per cent. off list.

Steam:

Round, 28 per cent. off list; square, 15 per cent. off list.

FAIRLY GOOD TRADE IN COPPER AND BRASS

Toronto.

Copper and brass sheets are reported to be in good demand, manufacturing consumers being interested in the market. This has developed a firm tone, which added to the upward trend of virgin metals, places quotations on a strong basis. Brass and copper rods, however, are somewhat quieter. Trade in these products was fairly good during the spring months and it is generally expected that repeat orders will be in evidence during the fall. Some sheet copper is being required for roofing purposes. Manufacturers and distributors report that business on the whole is better than last year, but even at that could be more satisfactory. Some difficulty with shipments from southern primary centres has been experienced recently. Following are unchanged price levels on sheets, rods and tubing:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 20
COPPER—	
Rods, base, per lb.	0 28
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 32

STEEL SCRAP QUOTATIONS SHOW WEAKER TREND

Toronto.

The scrap material markets continue on a quiet scale, while business in scrap iron is very dull, with a down trend noted on some descriptions. Steel scrap has been weaker and prices have been reduced about 50c a ton. Borings and turnings, which have had some demand during the past few weeks, have also eased off, the demand having subsided. Grate bars and car wheels have been offered at lower price levels.

Scrap copper has been steady, although consumers have continued to order only in such quantities as their present limited requirements call for. Red brass, on the other hand, has been in fair demand. Following are the usual averages of dealers' buying prices for fairly large quantities:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	11 00	11 50
Standard car wheels	14 00	15 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 40	0 50
Solid tires	6 60	1 00

WEAKNESS VANISHES IN WIRE NAIL MARKETS

Toronto.

An element producing renewed strength in the wire nail market, is seen in the fact that the little war among the nail makers which recently favored the consumer as regards price levels, is now apparently subsiding. A probable advance in wire nail quotations in the near future is, therefore, considered one of the likely results of this situation.

REVISION IN RAT AND MOUSE TRAPS

Toronto

A revision is announced in wooden mouse and rat traps, these products being on the following lower price levels:

TRAPS, MOUSE—
Holdfast, $3.25 per gross. Victor, $2.75 per gross. Roundwood, four-hole, $15.50 per gross.
TRAPS—RAT—
Holdfast, ...$1.20 per dozen.
Victor .....$1.15 per dozen.

QUIETNESS REIGNS IN NON-FERROUS METALS

Toronto.

The usual mid-summer quietness now reigns in the ingot metal markets. There have been some minor fluctuations in price on primary centres, but these changes have not been of such an extent as to affect the level of local quotations. Lead remains the strongest metal in the non-ferrous group.

While current trading is limited, the trend in ingot metals has been primarly toward higher price levels, for the reason that the accumulated war stocks have now been almost completely absorbed, and such metals as copper, lead and zinc are approaching a normal basis. It is considered that the only barrier to the return of prosperity in metals is the lack of stabilization in foreign exchange, and until that stabilization is reached, a series of ups and downs will be experienced as far as demand and prices are concerned.

COPPER—Moderate buying exists in copper, both on primary and domestic accounts. Prices, however, remain firm under the circumstances, southern primary centres recording that while copper consumers are evidently seeking concessions, producers are turning down bids below the current level.

TIN—The domestic tin market continues very quiet, and primary centres are also dull. Prices are in practically all quarters a shade easier, the downward trend in London leading this phase of the market. Local prices continue at the 36 cent level.

LEAD—Prices on lead remain very strong and advances have been recorded in southern primary markets. Domestic price levels are unchanged at present, but the $7.50 mark is undoubtedly firm. The reserve stocks of lead have been considerably reduced during the past few weeks, and it is generally conceded that a marked improvement in the statistical position of this metal has been taking place. The market is considered strong.

SPELTER — This market continues firm but primary conditions are unchanged. There is not much activity to record, but prices are principally steady. The recent strength in zinc is still evident and it is noted that current offerings are limited in quantity. Local prices remain at $8.25.

ANTIMONY—This metal continues quiet and unchanged, either in prices or market conditions. Local quotations hover in the neighborhood of 6 and 7 cents.

ALUMINUM—Prices on aluminum show no variation, the recent level still being in effect. This applies to both primary and domestic markets, where trading in aluminum is dull. Local prices remain between 20 and 21 cents.

London, Ont.

LONDON, August 24.—Hardware business has been very fair here during August and now shows some activity along fall lines. Many merchants are taking in their fall goods now as a shortage is expected on certain seasonal goods.

Price changes are light, while reports on collections are good.

FAIR MOVEMENT NOTED IN LINSEED OIL

London, Ont.

A good seasonal sale is evident for linseed oil, with prices on this product at present unchanged at the following levels:

LINSEED OIL—	Raw	Boiled
1 to 2 bbls., per gal	1 20	1 23
3 to 5 bbls., per gal.	1 19	1 22
6 to 9 bbls., per gal.	1 17	1 20

Less barrels, add 15 cents gal.

HIGHER PRICES NOW DEVELOP ON IRON PIPE

London, Ont.

New higher price levels are now in effect on steel and wrought iron piping, it being noted that a shortage is evident for some of the smaller sizes. The recent marked advances in raw material costs, have caused the firmness of primary markets to be reflected in the finished goods.

LANTERNS AND GLOBES IN SEASONAL MOVEMENT

London, Ont.

Distributors report that both lanterns and lantern globes are now moving in seasonal volume, the orders to date being generally regarded as satisfactory. Following are current price levels:

TIN LANTERNS—
Short and Long Pattern, $9.20 doz. Copper Wall Lantern, $12.30 doz. Dash Reflector Lanterns, $12.80 doz.
LANTERN GLOBES—
Short or long pattern—1 doz. to case $1.35 doz. 3 doz. to case $1.25 doz. 6 doz. to case $1.20 doz.

CALL FOR TURPENTINE IN MODERATE VOLUME

London, Ont.

A fair demand is noted for turpentine, with quotations still firm at the recent levels, which follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95

ACTIVE TRADE IN WHITE LEAD IN OIL

London, Ont.

Sales for white lead in oil, which have been good all season, are again now more active. Prices continue firm and unchanged at the levels in effect during recent weeks.

WHITE LEAD IN OIL—
Pure, Tons, $13.55 per 100 lbs. Less Tons, $13.90.
Elephant, Tons, $14.05. Less tons, $14.40.

GOOD MOVEMENT OF ROPE AND CORDAGE

London, Ont.

Rope and cordage sales have been good this season, and continue to be very fair at present. Prices are unchanged since the last downward revision, which placed the following levels in effect:

ROPE—	lb. base
Pure Manilla	0 21
Beaver Manilla	0 19
British Manilla	0 19
New Zealand Hemp	0 19
Sisal	0 17

ANOTHER REVISION IN WINDOW GLASS PRICES

London, Ont.

Another revision has taken place in window glass prices, the increased discounts being in effect on imported glass only. Belgian glass is now quoted at list less 20 per cent. on less than 25 cases, while on lots of 25 cases or over the discount is list less twenty-five per cent. On the other hand, no change has been made in quotations on the domestic manufactured window glass, both Libby-Owens and Pilkington glass being quoted at the recently revised levels of list less ten and fifteen per cent. for the respective quantities.

HEAVY SEASONAL CALL FOR SASH WEIGHTS

London, Ont.

Along with various other lines of builders' hardware, an increased demand for sash weights is noted throughout this district. This is supported by the general construction activity. Prices on sash weights are firm and unchanged at the following basis:

SASH WEIGHTS—
Round 3-lbs. and larger, $2.50 per 100 lbs. 1 lb. Sections, $3.25 per 100 lbs. ½-lb. Sections, $3.75 per 100 lbs.

SUPPLY OF CUT NAILS NET YET IMPROVED

London, Ont.

The supply of cut nails on the local market has not improved to any great extent since this low condition of stocks was reported, and a good seasonal sale of these products is evident. Quotations on nails remain unchanged as follows:

NAILS—	
Wire, base	3 65
Cut, base	4 60

APPLE PARERS CONTINUE IN POPULAR DEMAND

London, Ont.

There is a good sale for apple parers continuing throughout this season. Prices are unchanged, the prevailing quotation on the Hudson line being $14.-85 per dozen.

GLASS CASTOR CUPS IN GROWING MOVEMENT

London, Ont.

Dealers in this vicinity report that there is evident an ever-growing sale for the style of castor known as glass castor cups. Following are current quotations on these products:

GLASS CASTOR CUPS—
No. 1830 x 2⅜"—32c. per set of four. No. 1830½ x 2¾", 38c. No. 1831 x 3¼"—43c. No. 1832 x 4"—65c.

FAIR MOVEMENT OF PUTTY NOW RECORDED

London, Ont.

A better movement of putty is now generally reported, with prices on this product firm and unchanged at the following levels:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 65
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

GOOD SALES NOTED FOR GASOLINE IRONS

London, Ont.

The sale for gasoline irons has been good this season, general satisfaction being expressed with the movement of these goods. The prevailing price of the Coleman is $5.00 each, while the Comfort is quoted at $5.35 each.

Winnipeg, Man.

WINNIPEG, August 24.—Wholesalers and retailers report that the hardware business is showing a decided improvement. The crops throughout Manitoba and Saskatchewan are reported good, running from 15 to 30 bushels per acre and in some localities there will be a much larger yield. Soil pipe and fittings have shown an advance. Galvanized sheets are ruling firm and local stocks are practically unobtainable. There is a good movement for trough and conductor pipe. Quite a number of buildings are going up and the demand for builders' hardware lines is showing a decided improvement.

HIGHER QUOTATIONS ON SOIL PIPE AND FITTINGS

Winnipeg.

Advanced quotations are reported on both soil pipe and fittings, the extent of the increase varying on the different sizes. Two and three inch is quoted at less 15 per cent., four, five and six inch less 25 per cent. The revised discount on fittings are two to three inch less 35 per cent. Four, five and six inch less 40 per cent. A shortage of raw material due to poor transportation facilities and the delayed deliveries due to the rail strike has caused the market to firm up. The demand for soil pipe and fittings is keeping up well and the season's volume has been very satisfactory.

GALVANIZED SHEETS SCARCE WITH FIRMER TONE

Winnipeg.

There is a good demand for galvanized sheets and the market is ruling firm. Deliveries are effected by the rail and coal strike complication. American and Canadian manufacturers, due to the shortage of fuel, have reported that they cannot take orders or promise shipments inside of from 60 to 90 days. Local wholesalers' stocks are about depleted. Prices remain firm.

PRICE AGAIN LOWER ON LINSEED OIL

Winnipeg.

Owing to the downward trend of flaxseed prices the market for linseed oil has taken a decline of 3 cents. Raw is now quoted at $1.30 and boiled at $1.33.

BUILDING ACTIVITY REFLECTS ON HARDWARE LINES

Winnipeg.

Hardware lines for which a steady enquiry has been received and which are quite active at the present time are those appertaining to the building industry. Wholesalers state that builders' hardware and tools are in good demand. With a number of building permits issued for small homes and a certain amount of repair work the trade is optimistic regarding future business.

LEAD RULING FIRM ON PRIMARY MARKETS

Winnipeg.

There is a stronger tendency on lead and lead products. Traps, bends, lead pipe and solders show no change but with the continued strength of the primary market higher prices are considered as quite possible.

BINDER TWINE IN GOOD SEASONAL DEMAND

Winnipeg.

With the improved crop conditions, the general demand for binder twine is reported heavy. Prevailing conditions in the trade are reported to be satisfactory.

FAIR BUSINESS NOTED FOR CATTLE TIES

Winnipeg.

Fall bookings for cattle ties and ropes are fully up to expectations as reported by the wholesale trade, as well as other fall lines such as buck and cut saws.

Calgary, Alta.

New Refinery Will Lower Oil Prices: Jobbers' Stocks of Harvest Supplies Low

CALGARY, Alta.—An announcement of great importance to the citizens of Calgary in particular and to the province in general was made public by the mayor and city council this week, to the effect that recent negotiations carried on quietly have secured to Calgary a two and a half million dollar oil refinery to be erected by The Imperial Oil Co. A site of approximately 108 acres has been secured which is already served by the city's public utilities and construction is to begin as soon as the citizens and the provincial government ratify the agreement. The terms of the agreement are of great advantage to the city and ratification will be rushed through so that construction will start early this fall. This means work through the winter for probably a thousand workmen and will put an end to the immediate unemployment problem. When completed it is estimated that regular employment will be given to from 300 to 500 men, mostly skilled, and the pay roll will run about fifty thousand dollars a month. Future developments in the oil business will naturally centralize around this plant as a nucleus and together with the by-products will go far to assure Calgary's position as the industrial centre of Alberta. Citizens look on this as the most important development since securing the Ogden shops, and as an added reason for believing that the business depression of the past year is placed definitely behind us. The Imperial Oil Co. estimates as a result of this, a reduction of three cents per gallon in gasoline with corresponding reductions in kerosene and other products; an item in itself that will represent a large aggregate. Interest is very evident among those who have engaged in boring operations. Several fields in the province are being tested out with more or less promise of success, and the belief that oil will be found in paying quantities has received great encouragement.

Crop Returns Good

Crop weather continues good and cutting may almost be described as general. and returns from the harvest fields are more than bearing out earlier estimates.

Jobbers report quite heavy runs on bolts, rivets, canvas, staples, forks and other lines necessary to harvesting operations. Indications are that retailers' stocks are low and it is questionable if jobbers' stocks will stand the strain on some very staple lines.

Hardware merchants handling implements report this branch as taking up most of their time looking after last-minute deliveries, with a splendid business on repairs and small sundries.

City business seems to show a disposition on the part of the buyer to shop and on the part of the merchant to stir up interest in seasonable goods by display and advertising with results pretty much reflecting the quality of the effort. Generally speaking it has been difficult to get the turnover to the point where expenses are easy.

An examination of price changes for the week shows little of importance to indicate future movements. Changes are quite numerous but affect isolated lines of small shelf goods mostly and seem to evidence a change in laid down cost rather than a market change. A few changes are noted below.

Linseed Oil still continues a weekly feature, this time with an advance of 4 cents a gallon, making present quotations 1.24 for raw and 1.27 for boiled at Calgary, Edmonton and Lethbridge.

Quotations on putty show a general re-adjustment leaving the larger containers at a lower level and the smaller containers higher, with demands reported quite active. Current prices are as follows: Casks—$6.00; 100-lb. drums—$7.00; 25-lb. irons—$7.25; 12½-lb. irons—$7.50; 5-lb. tins—$11.25 per 100 lbs.; 1½-lb. tins—17½ cents and 1-lb. tins—15 cents each. Calgary, Edmonton and Lethbridge.

A decline of about 12½ per cent. is noted in this week's quotations on screw hook and strap hinges, present prices being: 6-in. $3.85 per doz.; 8-in. $4.45 per doz.; 10-in. $5.70 per doz.; 12-in. $6.30 per doz.; 15-in. $7.15 per doz.; 18-in. $10.20 per doz.; 21-in. $11.70 per doz.; 24-in. $14.65 per doz.

New quotations on Marlin rifles and shot guns show substantial reductions with following prices ruling: Rifles—No 20, $21.00; No. 27, $30.25; No. 38, $25.25; No. 93, $38.45; No. 39, $28.50. Shot guns—No. 28, $4815; No. 31, $48.-15; No. 42, $40.75.

Local quotations on cow ties show some changes with active sorting for fall trade. Open rings and three-chain pattern are now quoted 1/0, $4.30; 2/0, $4.75; 3/0, $5.25; 4/0, $6.60. Special pattern 1/0, $3.25; 2/0 $3.60; 3/0, $4.20 per doz.

The better grades of babbitt metal are offered at a lower price, the new prices noted being: copperine No. 1, $37.25; copperine No. 2, $31.25; high pressure, $32.25; magnolia, $36.25.

Starrett tools are priced about 10 per cent lower than recent quotations, and a big reduction is made in leather gun cases in preparation for the usual active demand for this line for opening of shooting season.

St. John, N.B.

Maritime Trade in Guns and Ammunition Active; Heating Goods Also Moving

ST. JOHN, N.B.—Ammunition promises to be active during the coming season. The jobbing houses have already found an active demand. One house received a carload shipment some time ago, and their salesmanager advised Hardware and Metal that he was ordering nearly fifty thousand rounds at once in order to fill up broken quantities. Rabbits are reported to be uncommonly plentiful this year, to the point of being a nuisance to the farmers, and while many of them will be snared, no doubt a good deal of ammunition will be used for their destruction. There is still very little movement in the sales of rifles for fall trade, but a little activity is shown among shot guns of the low price grade. Last week showed a mid-summer inactivity in the hardware trade, many people of the buying class away on holidays, but the wholesale houses report orders for stove pipe and other heating goods, for lanterns, axes, game traps and other things that are associated with the fall season. While the axe trade has not developed as fully as it was expected it would, there is considerable improvement, and a St. John manufacturer states that he was in receipt of a good many orders of a substantial size last week. It is considered that the prices of axes are very low now, and that dealers might do much worse than anticipate their wants in this line immediately, while if they wait a little longer they may do more waiting than is good for them.

Lumbering Activity

The prospects favor considerable lumbering activity, and if that comes about there will be a large demand for axes. Wire nails have been receiving a fair amount of attention lately, on account of price movements. Declines have been reported, but now the movement is slightly upward. A little war among the nail makers has favored the consumer lately, though apparently the conflict is subsiding now. The feeling in regard to business prospects continues to be one of confidence. One reason for it is the crop situation. The greater portion of an exceptionally heavy hay

crop has been housed in good condition. Oats will show a large yield. Potatoes are turning out well, as are all vegetables. Apples will be a good crop. All small farmers are assured of a generous harvest this year, and if market conditions are at all favorable their buying capacity will be such as to give a good impetus to fall and winter trade in the stores. The increased demand for lumber has greatly decreased stocks, and the provincial department of crown lands anticipates pretty nearly, if not quite, a normal cut of logs next fall and winter.

Tourists Good Buyers

American tourists have spent a good deal of money in New Brunswick this season. Travel has been heavy. On one day early this month, no less than fifteen hundred passengers arrived on through trains and by steamers. More motorists have come this year, and a large number of foreign cars are seen all over the province. The business in automobile accessories has been exceptionally good, and still continues to be active. St. John jobbing houses handling accessories have been well supplied with orders from hardware merchants and garages throughout the province. More cars and better roads react upon each other in a most satisfactory way and the good road policy of the New Brunswick government has been the means of greatly increasing the number of cars.

Price Changes

With the holiday season for schools about over, the trade is being quoted the following prices on school slates: common, 5 x 7, $1.10; 6 x 9, $1.60; 7 x 11 $1.75; 8 x 12, $2.20; 9 x 13, $2.70; noiseless, 6 x 9, $2.35; 7 x 11, $2.80; 8 x 12, $3.30; 9 x 13, $3.75. The latest price on turpentine is: bbls., $1.75, less $1.85.

Electrical Installations Increase

An increase in electrical work for this year, in comparison with the record of work for the corresponding period in 1921, is reported by the St. John city electrical inspector. There has been an increase of twenty-five per cent. in new installations, and also more repairs and more replacements. While labor cost has dropped only slightly, there has been a cut of fifty per cent. in wiring charges. Wire during the last eight months has been down practically to pre-war prices. The erection of the exhibition lighting system has been finished, and an estimate has been prepared for a proposed White Way, leading from the center of the city to the exhibition grounds.

Daylight saving will end in St. John at midnight, September the ninth.

Hamilton, Ont.

Report Orders for Fall Hardware Now Arriving in Satisfactory Volume

HAMILTON, August 24.—Recent upward price changes in the hardware markets seem to have strengthened the confidence of the buyer to some extent, both manufacturers and distributors reporting that trade has shown no signs of slackening off owing to higher costs, but on the contrary current business is described as on the mend. Orders for Fall delivery are arriving in satisfactory proportion, while the volume of present turnover is good for this time of the year.

The hardware markets present an interesting study. Reaching their highest peak just after the war, hardware prices have undergone a continuous depression until they "scraped the bottom" a few months ago. Since that time a feeling of more confidence among buyers, engendered by the liquidation of high priced stocks, the establishing of more efficient production and lower transportation costs have combined to provide an incentive for better business and a realignment of prices having a fairer relation to costs of production have resulted. Practically each week sees fluctuation in both directions on various hardware commodities.

There is still the firm tendency in iron and steel products, with production in the industry handicapped. Domestic producers are considering future coal supply and meanwhile quantities of Welsh coal are reported as having reached eastern ports.

In discussing the situation from a buyer's point of view it is stated that distribution is continuing quite favorably, the demand being seasonably quiet. Distributors also appear satisfied to await further developments as production is quite ample to meet present requirements. Although a higher market seems likely, action on the part of buyers to get under cover has been quite moderate under the circumstances.

A concerted movement is being made by certain organizations of manufacturers and wholesalers to pass on to the retailers the cost of stamps affixed to drafts for collection of accounts from retailers. The stand taken by these branches of trade is that if the retailer pays his account by cheque he assumes the cost of the stamp, whereas if the same account is settled by draft the drawer must pay the cost of the stamps. Under the new regulations this stamp tax assumes large proportions where a considerable number of drafts are taken into consideration. Further, this tax is likely to pyramid if the present practice of presenting drafts two or three times before acceptance, is followed.

Pittsburg,

PITTSBURG, August 24.—Production of pig iron and steel continues to decrease. Receipts of coal by the iron and steel industry are not increasing, while one stock pile after another plays out. Here and there some good-sized stocks remain.

The so-called "settlement" of the coal strike at a conference in Cleveland, called by President Lewis of the United Mine Workers and attended by many operators of Ohio but few other operators, does not settle the strike. The operators who signed at the Cleveland conference were said to represent 60,000,000 tons annual production out of 400,000,000 tons previously union. This, however, was not 15 per cent. of the total strike, as there are strikes in non-union mines, particularly in the Connellsville region. Possibly the union expected a stampede of operators to sign the scale after the Cleveland meeting, but thus far there has been no stampede. A number of additional operators have signed but as a rule they are small operators, and the total capacity signed up is certainly far under 50 per cent. of the capacity formerly union, while the non-union strikes are continuing.

Guessing at Strike Results

There are various guesses as to what will occur in future. On two points there is a strong preponderating opinion: (1) That the non-union strikes in the Connellsville region will crumble by about September 1, probably with a moderate advance in wages over the scale paid last March, but positively with no semblance of recognition of any union; (2) That the leading operators of the Pittsburgh district, under the leadership of the Pittsburgh Coal Company, will absolutely refuse to sign the national union scale and will hold out as long as necessary for a district settlement with reduced wages and with elmination of the check-off, with an alternative of the district becoming simply open shop or non-union.

Coal Supply Still Limited

Coal production will increase in a moderate way from week to week, but the coal available must be distributed to the more important consumers, and steel consumers will get no preference or priority. Hence there is no definite promise of an early increase in the iron and steel industry's coal supplies and there is merely hope that there will be increased supplies of coal and coke from the Connellsville region. The question then would be whether such increase would offset the further decrease in supplies that is promised by stock piles running out one after another.

It is altogether too soon to predict when the production of pig iron and steel will increase, or even to predict when the decrease in production will cease.

Weekly Paint Markets

Montreal

MONTREAL, Aug. 24.—A much firmer tendency in the turpentine market is the feature of the paint markets this week. Following an easier trend when local prices receded approximately seven cents last week, the tone of the market is now much the reverse and quotations in some quarters are increased to the extent of fifteen cents per gallon. This advance is not announced by all distributors as some firms are quoting from stocks on hand and apparently willing to sell at former purchase values. Those who have bought on the present market state that they are forced to quote the higher figures because of the gain in the market at primary centres. Here an appreciable improvement has been noted because of a better demand and a much brighter outlook with the end of the coal strike in sight. Linseed quotations are unchanged with the undertone of the market fairly firm owing to light available supplies of seed. Although the flax-seed market has fluctuated considerably during the past week, crushers anticipate a firm tendency from now until the new crop. Window glass quotations remain at the revision of one week ago, and white lead in oil, putty, shellac, also paints and varnishes record little or no change with trade in general described as seasonably light.

AVAILABLE SEED SUPPLY FIRMS LINSEED MARKET

Montreal.

There has been no change made in linseed oil quotations during the week and there is a feeling that a steady tone will likely continue in the market for the weeks following until the new crop of flax seed is felt. One local crusher stated that present indications pointed to a firm situation, as it was even now difficult to purchase seed on the cash market, stocks in the North-West being at their lowest level in years. Notwithstanding recent reports on crop conditions were not as favorable as previously received, the present position with regard to supplies available was sufficient to maintain a firm tendency. During the week the seed market fluctuated considerably and at the close of last week there was a decidedly downward tendency in evidence. This has been partially recovered and at the present time a stronger feeling is again noticeable. Following are unchanged price levels:

TURPENTINE—		
1 barrel lots	1 60	1 75
2 to 4 barrel lots, per gal.	1 58	1 73
Broken lots	1 70	1 85

HARDWARE AND METAL'S PRICES WERE CORRECT

A Hamilton wholesale hardware firm has written to the Toronto broker who sends out prices on linseed oil and turpentine regarding prices on linseed oil quoted in recent issues of Hardware and Metal. The letter from them on the subject is as follows: "We have had a good deal of complaint by our salesmen in the last few days regarding the prices of oil quoted in Hardware and Metal. The London market given in the issue of August 5th was $1.20, the Montreal report $1.01 and the Toronto market $1.03, (a range of $1.03 to $1.10 appeared). Our own opinion is that this publication has mixed up the cost and selling price and thereby misinformed the retail trade."

It is unfortunate that those who should be such authorities on prices have such meagre knowledge of prevailing conditions in the various markets in Canada as is indicated by this letter. Hardware and Metal's range of prices on linseed oil in that issue and in every issue are absolutely authoritative. Linseed oil can be purchased in any reasonable quantity at either the low or the high price shown in the range at Toronto or Montreal. The situation in linseed oil has been rather varied for some time and a considerable spread has existed. In the weeks since August 5 issue this spread has narrowed somewhat resulting in prices this week as follows: Montreal $1.12-$1.14; Toronto $1.15 to $1.20; London $1.20 per gal. in 1 to 2 bbl. lots for raw linseed oil.

SHARP INCREASE IN TURPENTINE PRICES

Montreal.

Following the slump in turpentine prices last week, a substantial gain is now recorded and quotations in some quarters have soared to the extent of fifteen cents per gallon. Certain distributors have not yet increased price levels and there is a distinct variation in quotations. The market in the south advanced considerably towards the close of last week and those forced to purchase at prevailing values are naturally quoting higher than others with stocks on hand who are apparently willing to sell according to their former purchase prices. Conditions in primary circles have materially improved, demand increasing, with a much brighter outlook now that the strike situation presents a more hopeful aspect. Demand locally is still seasonably dull, and importers are hoping for an improvement in the rail strike which will assure no difficulty in future imports. Following are local average quotations:

TURPENTINE—		
1 barrel lots	1 75	1 85
2 to 4 barrel lots	1 74	1 84
5 gallon lots	1 90	2 00

NO FURTHER CHANGE IN WINDOW GLASS

No further change is made in the window glass market since the recession in prices last week. Importers state that the new lower quotations were announced in the hope of stabilizing market conditions and in anticipation of a good fall trade in the weeks to follow. A fair amount of import orders have been received, but it is yet a little early for the active booking season for this trade. Prevailing prices, as announced last week, are 20 per cent. off the $6.00 list which will be found on current market pages.

Toronto

TORONTO, August 24.—The revision in discounts on imported window glass and the sudden upward climb of turpentine prices, provide the premier developments in this week's paint markets. While domestic glass quotations remain unchanged locally, new discounts are in effect on imported glass. In the turpentine market, local stocks are described as scarce and with rising quotations at southern producing centres owing to increased export demand and with new shipments being considerably delayed owing to American transportation difficulties, the increased levels are reflected on the local market. There is still a range in prices, however, certain distributors offering some stocks at a few cents below the new higher mark. The same situation is apparent in linseed oil, but a good movement of linseed for this time of the year is stated as serving to maintain current prices.

Quotations on seed are somewhat steadier, the general impression being to

await the arrival of the new crop. No changes have as yet been announced in brush prices, but the revised levels containing both increases and reductions on different lines are expected to be available early next month. There is generally reported to be a fair movement in paints, varnishes and enamels considering this is the mid-summer period.

CURRENT MOVEMENT OF LINSEED OIL GOOD

Toronto.

Linseed oil prices are showing very little activity, the general tendency being to await developments which may result when the new flax seed crop comes on the market. Prices on seed have been steadier during the past week and as a consequence local oil quotations remain unchanged at the levels recorded in the last issue. There is still a range in quotations, however, certain distributors quoting a price several cents per gallon below the $1.20 mark. It is considered quite possible that any sudden inrush of new seed might force the price downward a few cents. Current trade in linseed oil is stated to be remarkably good for this season of the year, and while none of this business is of an extensive nature, yet the aggregate reaches a considerable volume. This has tended to keep prices maintained at the current levels which follow:

LINSEED OIL—	Per Gallon	
	Raw	Boiled
1 to 2 barrels ..	1 15 1 20	1 18 1 23
3 to 4 barrels ..	1 14 1 19	1 17 1 22
6 to 9 barrels ..	1 12 1 17	1 15 1 20

Less barrels, 15 cents per gallon.

TURPENTINE PRICE IS AGAIN CLIMBING UP

Toronto

The upward swing of the pendulum is again evident in the local turpentine market this week, prices having been advanced from five to fifteen cents per gallon. While a reduction of ten cents per gallon was recorded last week, it is pointed out by distributors that this level was only in effect for a very brief period, the market staying down at the lower price for just a day or two. Many quarters report that the $1.80 quotation was never really changed, and thus a five cent advance recorded this week, brings the average to $1.85 per gallon in one barrel lots. Where the $1.70 mark was in effect, a fifteen cent increase is made. However, other distributors are quoting a price several cents per gallon below this, as they state that they are still working on their stocks, and therefore not yet showing such a marked increase from the previous $1.70 mark.

Local stocks of turpentine are generally described as scarce, there having been much delay experienced in securing fresh shipments from southern producing centres. Owing to the slow movement of freight, due to transportation difficulties over American roads, new arrivals are infrequent and uncertain.

There has been a fairly large export movement of turpentine from Savannah and other southern points, thus accounting for the upward climb of prices at production fields. The market tone has considerably strengthened again, as a result of these movements, and while the rail strike conditions tied up shipments to some extent and stocks on hand in the south are more plentiful than might otherwise be the case, the bullish state of the current market is considered in some quarters as more reliable under those conditions. There is, how

a range appearing in quotations on the local market. Average levels are given as follows:

TURPENTINE—		
1 barrel lots	$1 75	$1 85
2 to 4 barrel lots	1 74	1 84
5 gallon lots	1 90	2 00

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

NEW DISCOUNT LEVELS ON IMPORTED GLASS

Toronto.

Following the issuing of new discounts on window glass in eastern market centres, local distributors have announced another revision in discounts, but this change is effective on imported glass only. Prices on the domestic product are, at present, unchanged. Belgian glass is now quoted at list less 20 per cent. on less than 25 cases, while on lots of 25 cases or over the discount is list less twenty-five per cent. On the other hand, no change has been made in quotations on Libby-Owens and Pilkington window glass, both these products being quoted at the recently revised levels of list less ten and fifteen per cent. for the respective quantities.

In discussing this situation with Hardware and Metal, it was stated that there has been no apparent decline in primary Belgian markets, and the present change is no indication of weakness in the imported glass situation. It was stated that with the improved fall movement developing during the ensuing weeks, glass prices should tighten up, and be considerably steadier than during the past month or two.

The movement in the present direction was outlined in last week's issue of Hardware & Metal, it being stated that some unsettlement was noted with regard to the local price situation. The opinion has been expressed that the adoption of these new discount levels will serve to materially improve the general market tone.

SOME BRUSH PRICES HIGHER; OTHERS LOWER

Toronto.

While the new revised prices on brushes are described by manufacturers and distributors as imminent, no announcement with regard to such a change has yet been made. It is stated that the revised levels will be available early next month, and will contain some slightly advanced prices, while other lines of brushes will probably appear with slightly lower quotations. In comparison with last year when a general reduction varying between ten and twenty per cent. was made, this season will note changes comprising a re-adjustment according to the state of the bristle market. It is stated that the prevailing situation remains very firm, and some scarcity in primary circles is being anticipated by certain manufacturers during a moderately good sale.

Canadian-Made Turpentine Now on Market

Product Made From Canadian Spruce Claimed to Meet All Requirements of Turpentine and Combines Qualities of Imported Grades With Lower Cost—Recent Success in Eliminating Characteristic Odor of Spruce Wood

TO replace the standard grade of turpentine with a Canadian product is the claim of certain domestic manufacturers in the Province of Quebec. Made from the Canadian spruce, makers of this product claim that it has every good quality of southern turpentine and can be put to the same use as the imported product with equal results and at a lower price.

Eliminate Spruce Odor

Used as a thinner for wood or enamels, for oils or japan colors, or for reducing oil stains, satisfaction is assured, for it evaporates smoothly and evenly and has particularly good penetrating power. In addition it has the great advantage of uniformity. Due to a carefully standardized technical control of the output at the mills, moisture and free rosin are eliminated, ensuring uniformity of every gallon which leaves the plant.

Much progress is also claimed to have been made with regard to the odor which could be detected. Differing from gum turpentine in that it is made from wood, the characteristic odor of the spruce wood was noticeable. This odor had nothing whatever to do with the working qualities of the turpentine, however, as many paint and furniture manufacturers found it entirely satisfactory. But the elimination of this was desirable, and during the past year success had been obtained so that the odor is not now objectionable. Turpentine is perhaps as well known to the trade as any staple commodity usually carried in the hardware store, and the efforts of domestic producers in this direction have therefore attracted considerable attention.

The Public's Interest in Paint and Varnish

What Interests the Retailers' Customers is of More Importance to Us Than What May Interest Us—Happy Day for the Paint Trade When the Public Buys Paint and Varnish as it Buys Clothes

Editor's Note:—Some helpful pointers concerning the interest of the public in paint and varnish are outlined in the following address by Allen W. Clark, father of the Paint Up, Clean Up campaign, who draws attention to the fact that what interests our customers is of more importance to us than what may interest us. Frequently retailers overlook this important fact:—

AS A BOY I was much impressed with a story about the Hudson Bay Co., in which its traders were instructed about as follows: "Talk to each customer in his own language or dialect; sell him what he wants, whatever he wants it for. You are here to sell the goods the easiest and quickest way. You are not here to change the language, religion or customs of anyone. Unless it helps to sell the goods, do not waste time arguing to get other ideas into their heads."

That I assert is sound merchandising to-day. Therefore, let us keep in mind this fact of The Supremacy of the Public's Interest in the products and activities of the paint and varnish trade, in our consideration of the Clean Up and Paint Up Campaign as the trade's approved and successfully demonstrated approach into the public's lively interest, favor and co-operation; through organized local community-wide activities which create the ideal conditions for the utmost yield from our further sales promotion efforts of any sort.

Now what is the public's chief interest in our trade and its products? The point I am trying to make is that what may interest us very much in our business, according to our own personal inclinations, environments, etc., may not be the thing that most interests our customers and that therefore is the thing of supreme importance to us in our selling efforts. So again I ask, what is the public's interest in us a in our products and our activities?

Following is an editorial which recently appeared:—

"PAINT AND HAPPINESS: Discovery by the paint manufacturers, in convention, that their product is more than a preservative of building material and that it can be employed also to esthetic advantage is characteristic of the trend of the times and is significant because it marks a stage in the transition from an old order to a new. The purely material argument had greater weight in the day when people were so busy reclaiming a wilderness and getting roofs over their heads that they had little time and small resources to devote to the more subtle enjoyments of life. Now that the pioneering has been done, the urge of art has more room for development; beauty asserts its claim to sit beside utility.

Farmhouse Becomes a Cottage

"It is equally true of architecture and of a score of other crafts, as a comparison of pioneer dwellings and of pioneer furniture with those of to-day will show. The farmhouse of old has become a cottage or a bungalow when it is not a mansion; the 'little red school house,' which once had but four straight walls and a hip roof, delights the eye when viewed in its setting in a grove of trees; at every turn, in town or country, the tendency toward the beautiful is manifest on every hand.

"In justice to the labors of our forefathers, however, it ought not to be forgotten that they, too, had their aspirations for beautiful things. They built as best they might with the money and materials they had and they made possible the more ornate but not more happily inhabited houses that are characteristic of the present time. It is up to the new generation to make good the oft repeated but sometimes disputed contention that superficially pleasanter surroundings make people in reality happier in particulars that really count."

We also had an address by the Mayor. You remember what he said. In brief, as published in all the papers, he summarized his message to us, to this whole community, in these closing words:

"You can't advocate your Clean Up and Paint Up Campaign too strongly. All the people are with you in this movement. We realize that it is a good thing for the community as well as a good thing for you."

These expressions are typical of public sentiment, of official sentiment toward our trade and its products. They are typical of that nearly four million lines of news and editorial matter and Mayor's proclamations that I asked you to put a value on—though it is impossible to estimate its value by the dollar mark.

Paint It Anyway

But here is another clipping, with a heading whose first three words I hope will never find a permanent place in the vernacular of paint and its friends. It is a 3-column picture of "a home made brighter by painting anew." The article opens with the statement that "Interest in the Clean Up and Paint Up idea is becoming so widespread in this city that many houses and bungalows that are in excellent condition are being treated to a coating of paint notwithstanding." And the headline reads "Doesn't Need Paint. Paint It Anyway."

Whence comes this "Doesn't Need Paint" idea? Who says, or who shall say exactly when we "need" hats, or shoes or clothing—or paint and varnish? Let us fix our limitations on the buying of these, and other things, solely upon our individual desires and abilities!

Happy indeed the day for the paint trade when all the public buys paint and varnish as it buys its clothes—to keep up appearances and all their values, and long, long before any need for protection asserts its demands. Therein, as for the clothier, the hatter and the shoe dealer, lies the paint trade's line of least resistance, of easiest selling, of greatest sales frequency, and of largest and most regular sales volume.

(Continued on Page 44)

Registered

Floglaze

"The Finish that Endures"

PORCH AND VERANDA FOR FALL PAINTING

There is no better time for applying FLOGLAZE PORCH AND VERANDA than the Fall. Hot summer days have thoroughly dried out the surface leaving it in the best condition for refinishing.

If FLOGLAZE PORCH AND VERANDA finish is not applied now, rain, wind and snow will get in their destructive effects this coming Winter.

Dealers will do well to remember that crop conditions, weather forecastings, etc., tend to indicate greater demand for paints this Fall than in the past.

Are You Ready to Fill the Needs of Your District?

Our dealer's booklet "A Guide to Large Profits" gives detailed description of Floglaze Porch and Veranda and six other Floglaze lines. Write for a copy.

The Seven

Registered **Floglaze**

"The Finish that Endures"

lines are

Home and Farm Finishes
Auto Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Exterior Finishes

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia
The Callander Shore Co., Limited
155 Pender Street W.
Vancouver

Sole Distributors for Manitoba Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL
243 Beaver Hall Hill

If interested tear out this page and place with letters to be answered

"Don't Brush By" But "Buy a Brush"

A window display containing a number of effective ideas for the display of brushes is seen herewith as arranged by W. H. Jeffries of Fraser Hardware Co., Vancouver, B. C. Such exclusive displays of brushes are frequently arranged in conjunction with paint windows, as is the case with this one. With the approach of Fall months, some colored leaves might be used such as has been done in this display. Note the use of pedestals, glass shelving, to display certain types of brushes and the suspension of other brushes on light chain.

THE PUBLIC'S INTEREST IN PAINT AND VARNISH

(Continued from Page 42)

The Clean Up and Paint Up Campaign was founded ten years ago to enable the paint and varnish trade to utilize, develop and satisfy exactly this, the universal and the most compelling human instinct, that of pride, or self-respect, or the desire for the good opinion of our fellows.

The appearance of one's self and of his belongings is the primary and universal manifestation of this instinct or desire, and the universally recognized first essential in making a good appearance is Cleanliness; after which comes the necessity and the efforts for its continuous maintenance, as the necessary background for any fair outward show or appearance.

Paint Maintains Cleanliness

Paintliness has become the recognized esential for and the incentive to this maintenance of cleanliness. Paintliness is to-day almost the synonym for the Cleanliness, Thrift and Civic Pride manifested in the care-taking attention to property that therefore is winning paint such deserved recognition as the protector of building and frontage values against deterioration and depreciation.

A HISTORICAL EVENT FOR THE O. R. H. A.

(Continued from page 30)

The statement of purposes and objects of the corporation as agreed upon among the directors of the corporation is as follows:—

The subscribers as outlined will be the first members and the directors will determine the terms and conditions on which subsequent members shall be admitted. The first directors hold office until the first general meeting and unless otherwise provided for the subsequent directors will hold office for one year or until their successors are appointed. Any member may transfer his interest in the corporation by writing signed both by the transferor and transferee and duly registered. The first general meeting shall be held at such time, not being more than two months after incorporation and at such places as the directors determine. Subsequent general meetings will be held as prescribed by the corporation in general meeting and if no other time is prescribed this will be on the fourth Wednesday in January in every year. Directors may convene general meeting on requisition of five or more members who shall express the object of the proposed meeting in writing. Ten days notice must be given of a general meeting, outlining the business to be dealt with.

Thirty Members a Quorum

A meeting may be dissolved if within an hour of meeting there is not a quorum of members present. The chairman of directors will preside at each general meeting and if he is not present the members shall choose one their number as chairman. The chairman may adjourn a meeting but none other than business left unfinished at previous meeting can be dealt with at adjourned meetings. Thirty members constitute a quorum. The future remuneration of directors and remuneration for services performed previously to the first general meeting shall be determined by the corporation in general meeting.

The office of director shall be vacated if he holds any other office or place of profit under the corporation; if he is concerned in the profits of any contract with the corporation. The director shall not vacate his office by reason of being a shareholder or member of a corporation which has entered into any contract with this corporation but he shall not vote in respect of such contract or work. A retiring director is eligible for re-election. Other paragraphs of the regulations deal at length with voting and other such details.

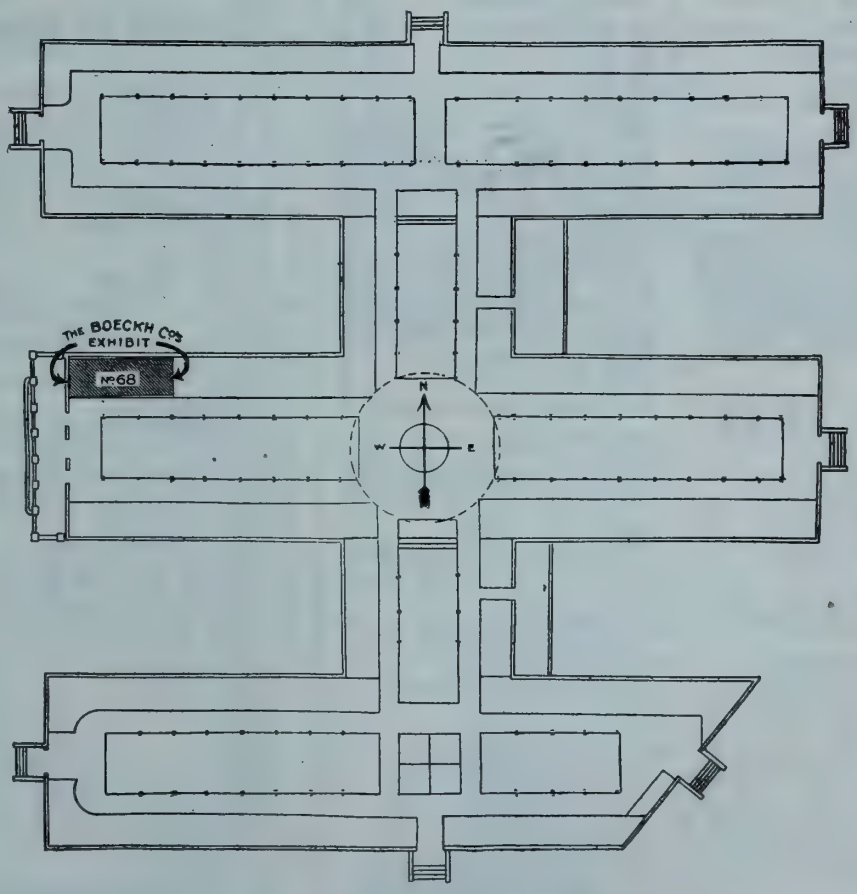
An Invitation To You

We extend a hearty invitation to all hardware merchants to visit Boeckh's Brush exhibit, at the Canadian National Exhibition. You will find us in the Industrial Building—Booth 68.

We will be very glad indeed to see you and hope you will take this opportunity of talking over with us anything you wish concerning Boeckh's Brushes, their uses, and sales.

We are planning to have a very fine display this year—one that will serve as an inspiration to you for next year's business.

Don't forget—Industrial Building Booth 68—any time during the Exhibition. See the diagram at the right, which shows where you'll find our exhibit.



The Boeckh Company, Ltd.
Toronto, Canada

Makers of Everything in Good Brushes Since 1856

Distributors:

MONTREAL:
The H. E. Smith Sales Co.,
130 Craig St. West.

WINNIPEG:
J. B. Buckham,
664 Broadway.

VANCOUVER and VICTORIA:
The T. S. Griffiths Company,
1080 Hamilton Street,
Vancouver, B.C.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dcalers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25 20	50 00	.....	70.00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:
Group 2... .0 50 Group 3....1 00
Group 4 . ..1 50 Group 5....2 00
Group 6 . ..2 50 Group 7....3 50
Axes, bench, 60% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 75c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............. 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	16 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag., yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel ... ...$ 3 70
Less car lots—
Per bbl., f.o.b. yard 4 40
Per bbl., delivered 4 60
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	$16 25
No. 3½	$17 50

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.65.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.
Toronto, $8.00; London, $7.75.

CROWBARS

Per 100 lbs.—Montreal, $7.75:

Luxeberry Enamel will delight your customers because it will brighten their dingiest rooms **and keep them bright**—it gives the white **that stays white.**

Luxeberry satisfies people of good taste because it glows with a rich, soft pearly lustre instead of giving the hard, icy glare of ordinary enamels.

Easily kept clean—washes like china.

Comes in white, ivory, cream, London grey, True Blue, Cherry Red and Sultan Green.

Luxeberry ENAMEL

Made by the makers of Liquid Granite — the world's best floor varnish.

BERRY BROTHERS
VARNISHES
ENAMELS — STAINS
WALKERVILLE - - ONTARIO

LAIDLAW'S WIRE BOYS

Some Shop Talk

"I wonder," says B.T. to W.N., "how many people know that in our factory we turn out wire ranging in gauge from ½ in. to 5-1,000 of an inch in diameter, and that we can supply special wire of any strength, shape or finish?"

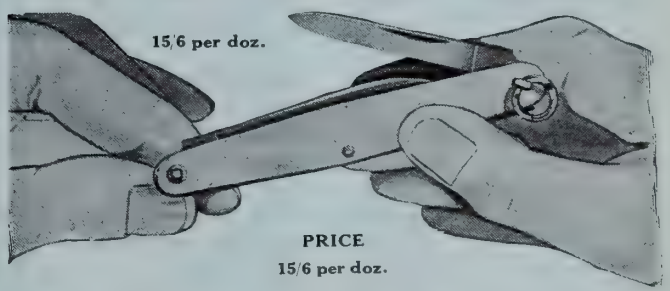
Everything in wire and wire nails.

THE
Laidlaw Bale Tie Co., Ltd.

Head Office and Works:
HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.

THE EASY OPENER
OUR SPECIALITY.

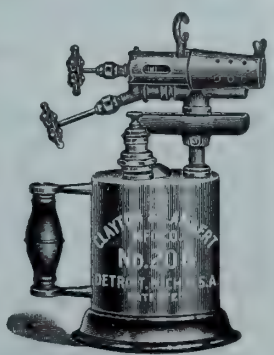


PRICE
15/6 per doz.

JACK KNIVES from 7/- doz. CATTLE KNIVES from 41/6 doz.

Manufacturers also of the finest Sheffield Cutlery of every description.

T. E. ROWBOTHAM & SON, SHEFFIELD, ENGLAND.



No. 208 Torch. List Price Each $17.00. Ask for Discount.

IT PAY TO BUY GOOD TORCHES

Improved Double Needle Torches save time and fuel. Over 300 degrees more heat is produced as the gas is superheated and properly mixed with the air in a new way and 60 per cent. of all Burner troubles overcome. **Both Needles are blunt** which prevents forcing the gas orifice, as with other makes having sharp pointed Needles. Upper Needle cleans orifice, lower regulates. They are the latest and best made. Jobbers supply at factory prices. Write for a catalogue.

Clayton & Lambert Mfg. Co.,
10615 Knodell Ave.,
Detroit, Mich, U.S.A.

DAMPERS—Stove Pipe — Doz.
7 inch ... $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0.9[illegible]	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%
3-32 ... $2.70 ⅜ ... $ 8.50
⅛ ... 3.00 7-16 ... 10.50
5 32 ... 3.50 ½ ... 13.00
3-16 ... 4.00 9-16 ... 15.50
7-32 ... 4.50 ⅝ ... 18.00
¼ ... 5.00 11-16 ... 21.00
9-32 ... 6.00 ¾ ... 24.00
5-16 ... 7.00 ⅞ ... 30.00
Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60|5%
Globe ... 60|5%
Nicholson ... 40%
Black Diamond ... 40%
Delta Files ... 20%
Firth Files ... 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Couplings, 4 in., and under	30%	30%
Do., 4½ in. and larger	10%	10%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 60 per cent. 4½ and larger, 50 per cent; long, 4 in. and under, 65 per cent; 4½ in. and larger, 55 per cent; running thread, 4 in. and under, 40 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ... $ 6 80
For 17" Axle ... 7 20
For 19" Axle ... 8 10
Ball Bearing ... 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $ 9 75
No. 2 ... 10 75

HATCHETS, LATH
No. 3 ... 10 00
No. 4 ... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Majestic, 1 burner ... 10 00
Universal ... 13 80
Do., 2 burner ... 15 00
Discount 30 per cent.
Hotpoint Hedlite, each ... $7 35
Net, in one dozen pkts.

HINGES—Blind — Doz. sets
Clark's No. 1 ... 1 90
Do., No. 3 ... 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set ... 1 85
Reliance Door Springs, No. 270
Light, per doz. ... 2 50
Medium, per doz. ... 3 25
Heavy, per doz. ... 6 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1.53	1.35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	...
Little Giant, per doz.	6 50	...
Barden Pat., per doz.	6 50	...

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron	0-7 6 90	7 15
Long heel light iron	8-7 6 90	...
Medium iron	1-8 6 90	7 15
Heavy iron	6-0 6 90	...
Snow	1-6 7 15	7 40
New-light "XL" steel	1-6 7 35	7 60
Featherweight "X-L" steel	0-04 $ 75	all sizes
Special-countersunk	1-4 9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ... 21c per lb.
48 x 96 ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.O.B. Toronto.

IRONS (SAD)
Potts't polished, per se, ... $ 1 62
Potts, nickel plated, per set 1 68
Potts', handles, japd. grs. .. 16 00
Common, per cwt. ... 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point ... 15 00
Lightning ... 14 00
Heaths ... 14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29
F.o.b. Toronto, Hamilton, London.	
Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — Per doz.
Short or Long Globe, plain 9 20
Do., Japanned ... 9 70
Dash, Japanned ... 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs ... 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... 1 85 doz.
6 doz. cases ... 1 15 doz.
3 doz. cases ... 1 20 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ... $ 2 00
Do., No. 3 ... 3 75
Barn Door, No. 5 ... 3 00
Do., No. 8 ... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless ... 17 50
Hamilton ... 14 00
Peerless ... 14 50
Snowball ... 19 50
New Century, Style A ... 19 75
Do., style B ... 21 00
Do., Electric ... 125 00
Playtime, engine drive ... 27 00
Ideal Power ... 30 00
Sunshine ... 10 25
Popular ... 14 50
Economic ... 16 00
Puritan ... 19 50
New Champion ... 21 50
Home ... 21 50
Vacuum ... 28 00
Home, water motor ... 30 00
Whirlpool, water power ... 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric ... 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack ... 22 75
Perfection, engine drive ... 65 00
Do., electric ... 116 50
Beaver ... 26 00
Beaver, power ... 27 00
Connor, vacuum ... 27 50
Patriot ... 21 50
Jubilee ... 12 50
Canada First ... 21 50
Minimax Electric ... 129 00
Mono-Vac, electric ... 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen ... $36 00
No. 8 dozen ... 48 00
Universal—
No. 4 dozen ... $40 00
No. 8 dozen ... 52 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing ... 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks ... 1 85
No. 10, sticks ... 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's ... 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood $3.65 base.
F.o.b. Montreal, $3.50 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal. Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS

	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7. 10 and 16 oz.	3 20

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb...	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs., doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38.25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. .. ..net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ....less 45 %
8 in. .... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal.

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis. box	$12 50
20x28IC. 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles

4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide..	2 65
Do., 18 wide	3 10

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70
5 and 10 gal. cans	0 85
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net.	per doz.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, F. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75/5%
Wood, F. H., bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70/5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; **2 loops, $15.80**; 3 loops, **$14.70**; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs., 1/8 and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in 1/2 dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. **Maple Leaf, Bedford, 60 per cent. off new list.**
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List **less 20-10%**
Safety Flat, No. 60, List **less 20-10%**
Reliable No. 1 and 2 **20 cents per ft., less 20-10%**
Round Trolley No. 1918, **20 cents per ft., less 20-10%**

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of 1/8 cent. lb. on 10,000 lbs. and 1/4 cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, 1/2" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., list prices per 100 lbs.:—1/4 in., $28.00; 5/16 in., $24.40; 3/8 in., $22.80 7/16 in., $21.00; 1/2 in., $19.60; 9/16 in., $18.80; 5/8 in., $18.60; 11/16 in., $12.40; 3/4 in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less **$2.00 per 100 lbs.** Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, 1/2 lb. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50
Discount, 55% Canadian pattern; **42½% on genuine.**

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	[illegible]	$26.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

SHEET USERS ATTENTION

GALVANIZED SHEETS

FOR IMMEDIATE SHIPMENT

It's getting harder every day to get deliveries in 36 wide Galvanized Sheets in light Gauges. We can offer for immediate shipment, **Premier Galvanized Steel Sheets No. 27 Gauge 36 x 90.** Better look it up now. This is Prime new stock and the price is right.

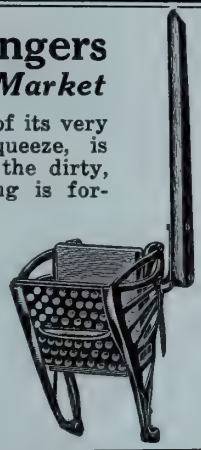
DOMINION SHEET METAL CORPORATION LTD.

HAMILTON - ONTARIO

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada**



WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

TRADE MARK

NON-STAIN Super Nickel

CUTLERY Spoons and Forks

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs .. 0.17
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 26-27
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre 100-lb. keg.. 06-08
Can. red oxide, bbls..... 0 07
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperia' black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 27
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 20 per cent.
Domestic, less 10 per cent.
Extra 5 per cent. for lots of 25 cases or over.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.
Outside Points, 50/10 off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 85c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 00
¼ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
5-10 gal. cans, gal.	1 36	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See wekly report

ROSIN—	Per 100 lbs
G., medium grade	$ 9 25
Water white	11 25

SHELLAC	Pure White	Pure Orange
In bbls.	4 60	4 90	4 35	4 60
Gal. Jugs	4 85	5 40	4 60	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors		4 18
B. H. Maritime Spar		5 23
B. H. Hard Oil		2 57
B. H. Gold Medal		3 28
Elastilite, Imp. V.		3 95
Granitine Floor Finish		3 95
Hydrox Spar, Imp. V.		5 00
C. P. C. Sun Varnish		4 00
Glidden Wearette		4 00
Glidden Floorette		4 00
C.P.C. Sun Aero Spar		4 60
C.P.C. Sun Waterproof Floor		4 10
I. V. Elastica, No. 1		4 99
Do., No. 2		4 58
Do., Floor		4 10
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No., No. 61		5 14
Jamieson's Copaline		4 10
M-S Marble-Ite Floor		4 32
M-S Wood-Var.		4 16
M-S Durable Spar		5 23
M-S Finest Interior		4 97
Mooraste Floor		4 25
T. 45 Floor		3 50
Morvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 24
Mar-not, S. W.		4 03
Quick Action House		2 70
Rexspar, S. W.		5 14
Scar-Not S.W.		4 76
Lowe Bros., durable floor		4 60
Solpar House Spar		4 60
Solpar Floor		4 60
Solpar, Interior		3 60
Kyanize Spar, Boston Var.		5 25
Kyanize Cabinet Rubbing		4 95
Kyanize Interior and Floor.		4 95
Luxeberry Light		4 85
Luxeberry granite		5 00
Luxeberry spar		5 72
Ramsay's Universal		3 85
Ramsay's Agate Floor		3 90
Ramsay's 400 Hard Oil		3 35
Ramsay's No. 720		3 10
"C. D. Big 4" Exterior		5 10
Do., Interior		4 60
"C. D. Big 4" Floor		4 50
C. D. General purpose		4 28
C. D. Furniture		2 30
Dougall Univarnish, clear		4 50
Dougall Transparent, spar		5 00
Dougall Transparent, floor		4 50
Do., Nogloss, interior		4 50
Do., Interior		4 50
Adelite, No. 103, Floor		4 00
Adelite, No. 105, Flat		4 00
Adelite, No. 100, Spar		5 80

F.O.B. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints 5 lb. pkgs.	(per 100 lbs.) White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c., XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX	
B H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1 75

Barrett Roofings, Cements Industrial Paints etc.

It Always Pays to Keep in Stock These Popular Barrett Products

WISE dealers and their customers all over the Dominion have learned that the name "Barrett" signifies quality,—that Barrett products are backed by long years of manufacturing experience, and that each of them is the best on the market for its particular use. Here are two of these famous products which are fast sellers everywhere. It will pay you to keep them always in stock.

Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofing. Easily applied, and dries quickly into a tough, durable coating. Proof against weather, water, acids, alkalies, and fumes. Comes ready for use in containers ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons. Our consumer advertising has created a big demand for this product. It's a fast seller and a big profit maker.

Everlastic "Rubber" Roofing

This is a popular-priced roofing of unusually high quality. It is made of high grade waterproofing materials, and will give your customers sure satisfaction.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously. Everlastic "Rubber" Roofing comes in 1-ply (light weight), 2-ply (medium weight), and 3-ply (heavy weight), in rolls containing 108 sq. ft. Nails and cement are packed with each roll.

These buildings covered with Everlastic "Rubber" Roofing

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00

Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps		.....	$ 7 00
22 short	$10 00		10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle	14 00		17 50
25 Short ..	$23 50	.....	.....
32 Short ..	23 50	.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P......		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
30 Rem. Rim......		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim......		.....	159 50
351 Self Ldg......		.....	121 50
44/65		.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.

U. M. C. 42½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per	dozen
3/16.....	$6 00	18/16....	$12 00
4........	5 00	19	14 00
5........	5 00	20	14 00
7........	5 00	22	16 00
6........	5 00	21	16 00
8........	5 00	23	16 00
9........	6 00	24	18 00
10.......	6 00	25	21 00
12.......	7 00	27	24 00
11.......	7 00	26	21 00
13........	8 25	28	24 00
14........	8 25	29	27 00
15.......	9 50	30	27 00
16.......	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit	......	17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.15 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.10 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.55 base; Rounds over 2¾ in. to 6 in., $4.85 base; Swedish iron, $8; sleigh-steel, $5.35; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 30-10-10% off list.

Standard, 30-10% off list.

Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9.60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0 $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No's. 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75

FILES

Globe	Discount	60%
Nicholson Gen. ...	Discount	40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.

Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ...	3 75
Mounted on steel frames ..	7 75

to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.

Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.

Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—5 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 70

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set	$ 1 90
Mrs. Potts' No. 50 set	2 00

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45. 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1.30
Boiled	1.33

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade ..	9 60	10 25	10 06
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	[illegible] 00	6 75	5 00
No. 7	[illegible] 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	[illegible]	6 00	4 50

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

K. & S. TIRES & TUBES

Give You More than You Pay For

K. & S. Tires are made up to the highest standard possible. Quality is the primary consideration. Our only instructions to the factory are to use the best materials obtainable, and to give each and every tire individual attention. The result is that K. & S. Tires are absolutely dependable and in a class by themselves. K. & S. Tires are made in Canada for Canadian roads.

Get in Line to Serve Your Customers With K. & S. Tires Which Have Stood the Test

The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

PRICE and DURABILITY have sold 1,652,985 JOHNSON IDEAL HALTERS.

Ask Your Jobber

GLAZIERS' DIAMONDS
A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal.
Branches: Toronto and Vancouver.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price for HARDWARE AND METAL is $4.00 per year or less than eight cents per issue.

Northland Ski Manufacturing Co. Northland Ski St. Paul, Minn. U.S.A.
World's Largest Ski Manufacturers.

Order NORTHLAND SKIS Today

And be all ready for the biggest winter yet, in the sale of sporting goods equipment. Be prepared to show a complete line of snow shoes, toboggans, skis and accessories.

We issue a catalog—yours for the asking.

NORTHLAND SKI MFG. CO.
23 Merriam Park **St. Paul, Minn.**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. ....$ 6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs. ..$10 00
Plumbers, bale 50 lbs. 4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy..	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor .	1 10
Castor, machine	0 46
National Steam Cylinder .	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB.......	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium..	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, No. 600.....	0 80
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color..	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1 ....$1 30
Sunrise 0 75
Anchor, tarred 1 20
O. K., tarred 1 20
Tarred Felt 5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
in.	94 73	123 15
5 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.50; 18 x 24, blued $6.50; 20 x 28, blued, $6.50.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165. x 2½ $2 15
No. 165 x 3................. 3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each.; No. 2, $3.30 each.; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $6 00
25-lb. irons, per cwt. 6 25
1½ lb. tins 0 16

RIVETS AND BURRS

Iron rivets, 40%; copper No. 8, 42½c.; No. 10, 46c.; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c; ⅜ in., 23½c; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c; ¾ in., and larger 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c; ¾ in. and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightening lBades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head, 80%: oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES— Doz.

Clipper $16 80
Bush 16 80
Cast 15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L.H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D. H., Sq. Pt., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt, $15.20. Black Cat and Moose & Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS Each

Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box $18 00
20 x 28 IX box 22 50
20 x 33 IC box 22 75
20 x 33 IX box 27 50
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones ......$ 0 50
Cotton, 3-ply balls 0 54
Cotton, 4-ply cones 0 54
Cotton, 4-ply balls 0 57½

VARNISHES—

Stephens' Luminette, gal. ..$ 3 85
Stephens' Exalite, gal. 4 35
Lion Brand Color Varnish, per gal. 4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½

COLORED

Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J. 0 11
Keen 0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional 7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in. $11 00
Cast, plain, 10 in. 15 60
12 in. 18 80
14 in. 24 00

WHEELBARROWS Each

U. S. ... ...$ 6 60
General purpose 7 90
Stone 13 70
Navvy, doz. ... .105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

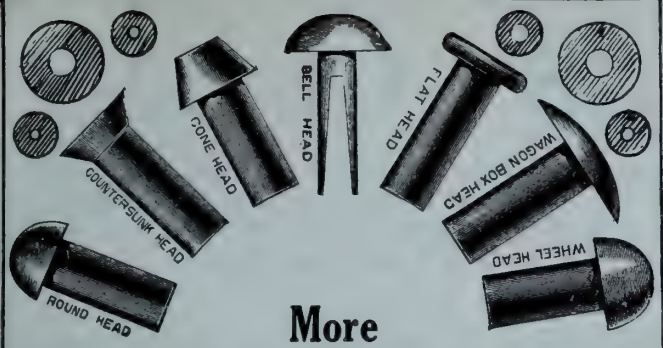
Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES Doz

Regent $69 00
New Era 76 50
Universal 49 50



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

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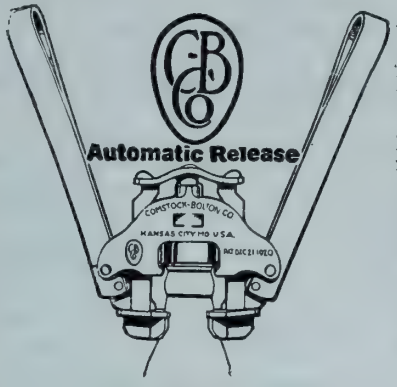
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

"C - B - CO."
BOTTLE CAPPERS

Absolutely the best device on the market for Home Bottling



Used with the world famous crown cork caps available everywhere. Seals any sized bottle instantly and securely. Complete in itself. Attractive in appearance. Strong and sanitary. Made of cold rolled steel. Nickel plated.

C-B-CO. Bottle Cappers are "appreciated" wherever sold. The handiest kind of home bottling capper.

There is a demand NOW for C-B-CO. Bottle Cappers. Order at once from your jobber, or write direct to

NO KEYS
NO SPRINGS
NO ADJUSTMENTS
NO BLOCKS
NO STANDS
NO CASTINGS
NO SET SCREWS
NO TROUBLE

CHARLES P. ARCHIBALD & CO.

Distributors for Canada,
285 Beaver Hall Hill, - - Montreal

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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B. & H. Thompson, Co., Montreal.
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Wilkinson & Kompass, Hamilton, Ont.

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Walter Woods Ltd., Hamilton, Ont.

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The Barrett Co., Ltd.
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CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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The Canadian Veneering Co., Acton Vale, Que.

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Everett Mfg. Co., Sult Ste. Marie, Ont.

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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

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The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.
Sterling Foundry Co.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamiton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamiton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal. Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg. Man.
Can. Fairbanks-Morse Co,, Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
T.e Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Feundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls,- Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghoiuse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininty Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co . St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal. Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. R., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Moutreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
Swan Mfg., Co., Winnipeg, Man.
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED--BY SEPTEMBER 1st, GOOD HARDware salesman for retail store. Reply stating experience, and salary required. A. G. Dobbie & Co., Brockville, Ontario.

WANTED

WANTED—GOOD LIVE HARDWARE BUSIness in Western Ontario. Stock, eight to ten thousand. Box 94, Hardware and Metal.

WANTED TO PURCHASE INTEREST IN prosperous retail hardware in Ontario. Mail full particulars to Box 55, Hardware and Metal, 128 Bleury St., Montreal, Que.

WANTED TO PURCHASE — RETAIL HARDware in town of five thousand or larger, location, Ontario. Write complete details to Box 90, Hardware and Metal, 128 Bleury St., Montreal Que.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

MANUFACTURERS' AGENTS

WHOLESALE JOBBER CALLING ON HARDware, garages, electricians, painters, etc. Winnipeg and suburbs, open for one or two lines. Apply Hardware and Metal, Box 203.

TRAVELLING SALESMAN WANTED

TRAVELLING SALESMAN WANTED for well-established wholesale hardware and specialty company. Territory, Ontario with headquarters at Toronto. Prefer a man who has had experience in selling to retail hardware trade. A good salary will be paid to reliable steady worker. Company has good connection and the man we require should be able to continue the work carried on by his predecessor and also establish valuable new connections. All applications will be treated confidentially. Apply Box 418, Hardware and Metal, Toronto.

SITUATIONS WANTED

HARDWARE SALESMAN, 26, TEN YEARS' thorough experience, wants position as head clerk or manager, in retail hardware store. Box 101, Hardware and Metal.

HARDWARE SALESMAN—24, SEVEN YEARS' experience, desires position as clerk in retail hardware store. Box 41, Hardware and Metal.

RETAIL HARDWARE SALESMAN — FOUR years' experience, open for engagement immediately. Best of references. Not afraid of work. Twenty Dollars a Week. Box No. 42, Hardware and Metal.

ELECTRICIAN, PLUMBER, STEAMFITTER permanency, 25 years experience. Distance immaterial. A. F. Hodges, 11th Street, Medicine Hat, Alberta.

FOR SALE

HARDWARE STOCK, ABOUT SEVEN THOUSand, located in Western Ontario. Ill health forces me to sell. Box 18, Hardware and Metal.

STOVE AND FURNACE REPAIRS. FIRE brick, iron linings and grates for Supremes, Acmes, Garlands, Sunlights, Crown Hurons, Marvels, Champions, Huron Red Hots, Pen Esthers, Welcomes, Renowns, Magnet, Souvenirs, Colonists, Arklands. Write for complete list and prices. Grundy Bros., Strathroy, Ont.

PLUMBING AND TINSMITHING BUSINESS for sale in good live town, 50 miles from Toronto. Best reason for selling. Box 5, Hardware and Metal, Toronto.

UP TO DATE HARDWARE STOCK IN OKANAgan Valley. Splendidly equipped in every way. Stock and fixtures approximately $25,000. Best buy in interior of British Columbia. Splendid opportunity for party with necessary capital. Box 24, Hardware and Metal, Toronto.

OLD ESTABLISHED HARDWARE OF PURvis Bros., Ltd., in the prosperous town of Sudbury, in the centre of the world's greatest Nickle Mining District. Sudbury is a considerable Railway Point and is surrounded by much very productive land and the greatest lumbering centre of Ontario. Stock is reduced to under 12,000.00 and is in good condition. Established thirty-two years. Advanced age and failing health only reasons for selling. Premises can be rented or bought. The International Nickel Mines to re-open in September. Purvis Bros., Limited, Sudbury, Ont.

QUICK RESULTS

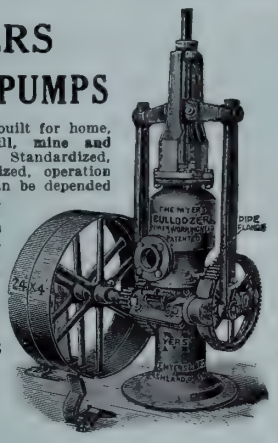
If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO

For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS
Distributors for Ontario:
WHITES LIMITED, Collingwood

Your Sales Tax at a Glance

Save time and errors making up or checking invoices with the

MACK INSTANT CALCULATOR
(Copyrighted)
2¼% Sales Tax $1.00 to $50,000.
Indispensable to every business office.
PRICE $1.00 DESK SIZE
J. McCRIRICK, Collingwood, Ont.
Representatives wanted in all cities and towns.

The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

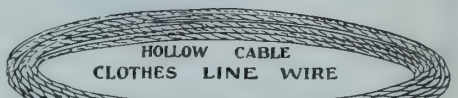
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

ELECTRO-CASTINGS LIMITED
Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario:
WHITES LIMITED, Collingwood



Western Wire & Nail Co.
London, Ontario

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

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LUFKIN

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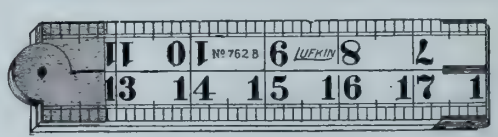
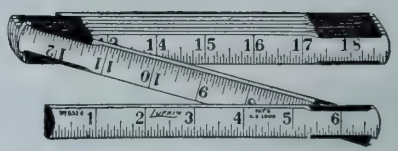
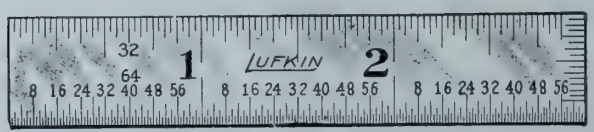
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Why Hardware and Metal has Such a Large Western Canada Circulation

THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Western Canada.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the only hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

Member A.B.C. **HARDWARE & METAL** *Member A.B.P*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

UNITED STATES OFFICES—New York, Room 1606, St. James Building, 1138 Broadway, (corner 26th Street; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn St., Phone, Wabash 9430.

"Hello—Central"!

"Give me International Business Machines Company, Limited, Toronto.

"Is that I.B.M. Company? Please ship me to-day one of your International Dayton Hardware Scales. Must have it at once!"

The Famous Dayton Hardware Scale

showing automatic weight and price indicator, detachable scoop, and platform accommodation for wire, rope, etc.

The International Recording Door Lock and Autograph Recorder give you complete protection against unauthorized or improper opening or shutting of your doors. Write for descriptive literature about this wonderful invention.

The above long distance telephone call was received by us the other day from Mr. W. C. Farley, a progressive hardware dealer in Kincardine, Ontario, and the order was filled the same day.

The point is that Mr. Farley regarded The Dayton Hardware Scale of so much importance to his business that he did not lose any time writing or even wiring us, but **telephoned,** in order that not a minute might be lost in getting the scale into service.

This attitude of mind is typical of all Canadian Hardware Dealers who have given a moment's investigation to the

DAYTON Hardware Scale

This is the finest, most accurate, most serviceable hardware scale ever made. Thousands of Canadian hardware dealers are to-day protecting their profits, speeding up their service and adding to the efficiency of their stores with this famous scale. Why not YOU?

Let us send you descriptive literature about the Dayton Hardware Scale. It will well repay your investigation.

The Dayton is sold on attractive monthly payments—discount for cash.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager. **Head Office and Factory:** 300 Campbell Ave., TORONTO.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Wakerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's Nfld.

THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 35 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA September 2, 1922

MADE IN PREMIER CANADA

BEST BY TEST

TONCAN METAL

OUR

"PREMIER" - Galvanized Steel Sheets

Made of best open hearth steel with heavy uniform coating of Canadian Electrolytic Spelter.

Canada's leading sheet during last seven years.

BIG

"TONCAN" - A Better Iron Galvanized Sheet

Pure Iron with copper added in making.

We carry a large stock for prompt shipment.

THREE

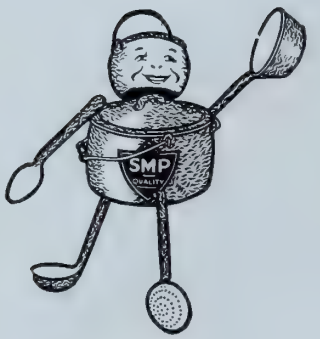
COPPER-BEARING - Galvanized Steel

Increases workability and durability at very small extra cost. Write for full particulars.

Produced at the rate of 25,000 tons a year in HAMILTON By The

Dominion Sheet Metal Corporation, Ltd.

Turning Window Shoppers Into Real Buyers



Mr. SMP

Copyright Canada
by The SMP Co., of Canada

Wouldn't you like to convert a big number of those window shoppers into real buyers—steady customers?

A large number of merchants handling Diamond Ware and Pearl Ware in recent months have added considerably to their turnover in these goods by frequent use of our fine window trims and other dealer helps.

They dress up the window with a neat display of enameled ware, put in one of our window trims to "color up" the window, and on every article attach an SMP Price Tag with the price marked distinctly so that the passerby can see it.

It makes a very effective window. It attracts the eye and creates the buying impulse. It turns window shoppers into real buyers.

Try this plan for a week and then you'll become one of the large army of SMP window fans.

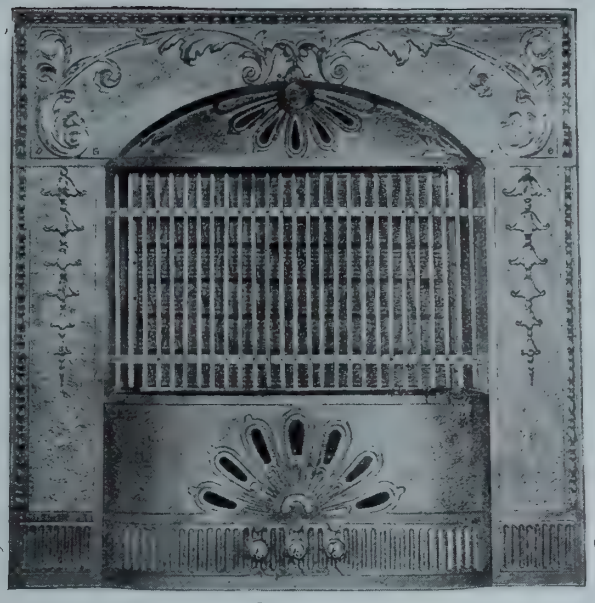
SHIPMENTS MADE PROMPTLY

SMP QUALITY THE SHEET METAL PRODUCTS Co OF CANADA LIMITED SMP QUALITY

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

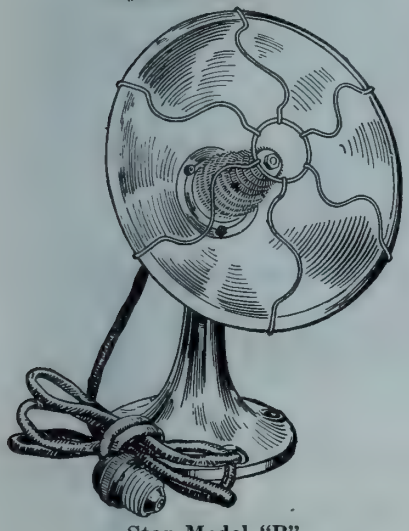
'RICE LEWIS' NEWS

Majestic No. 7

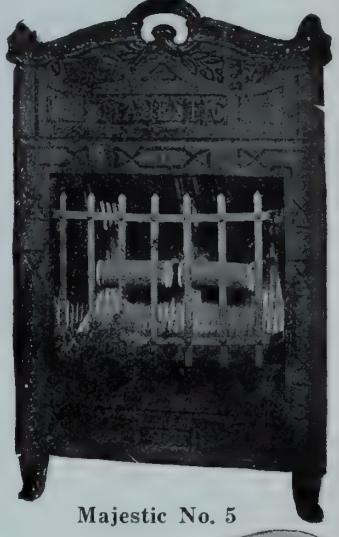


National No. 1520 Grate

Majestic No. 8



Star Model "B"



Majestic No. 5

THE COAL SITUATION

is going to give the furnace a longer rest than usual this year and with cool Fall evenings in sight, you will have many opportunities to sell these splendid electrical heating appliances. Be sure you keep a good stock on hand to meet the requirements of your customers.

In portable heaters, we recommend and can supply the **Majestic**, Nos. 7, 8 and 5, as shown on this page, as well as No. 5A (three elements), and all other styles and sizes of this make, also the **National Heatray**, the **Polar Cub**, and the **Star**, models A and B.

In electric grates, the **National, Majestic** and **Whittaker** lines in attractive designs and finishes.

National Heatray

RICE LEWIS & SON

LIMITED

Victoria St. Toronto

Ask the "Rice Lewis Man" or Write Direct

Polar Cub

If interested tear out this page and place with letters to be answered

Are You the Leading Merchant in Your Town?

Call on the best hardware merchant in practically any town in Canada

There is more than an even chance you will find he sells Plymouth Rope.

Why?

Are you the leading merchant in your town?

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., Limited
Toronto, Canada Canadian Sales Agents

Since 1916 all Plymouth Rope $\frac{3}{16}$" in diameter and larger, has contained a twisted paper marker, identifying it as Plymouth Rope.

PLYMOUTH TRADE MARK 1824

5-116

PLYMOUTH *The Rope You Can Trust*

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There is a Big Difference in Hinges

Every hardwareman and clerk has, at some time or other, experienced difficulty with heavy tee and strap hinges. You know the kind that binds when you attempt to open them—usually in the presence of the customer, who asks, "Why won't it work easily?" You have heard carpenters say, "Had to pry those hinges open, send me easy working hinges next time." Difficulties of this kind cause annoyance at the most inopportune time. These troubles are usually caused by hinges with a hammered or rivetted pin, and can be avoided (as hundreds of Canadian hardwaremen know) by selling heavy strap and tee hinges made by Canada Steel Goods Company, Limited. In order to properly perform its function a hinge must be constructed in a manner that will permit of free and easy action.

The **Pins** in Canada Steel Goods heavy strap and tee hinges are carefully spun, thus ensuring smooth working of the hinge on the pin. The spinning of the pin is a most important operation in good hinge making. The hinge joints are snug—but not too snug. The counter-sinks are heavy and clean—a feature that is always appreciated by contractors and carpenters.

These are only a few of the extra advantages you get when you demand Canada Steel Goods Co. heavy tee and strap hinges.

They are made in sizes from 4″ to 14″. Specify Canada Steel Goods Company Wrought Steel heavy tee and heavy strap hinges.

Canada Steel Goods Company

LIMITED

Hamilton, - - - - Canada

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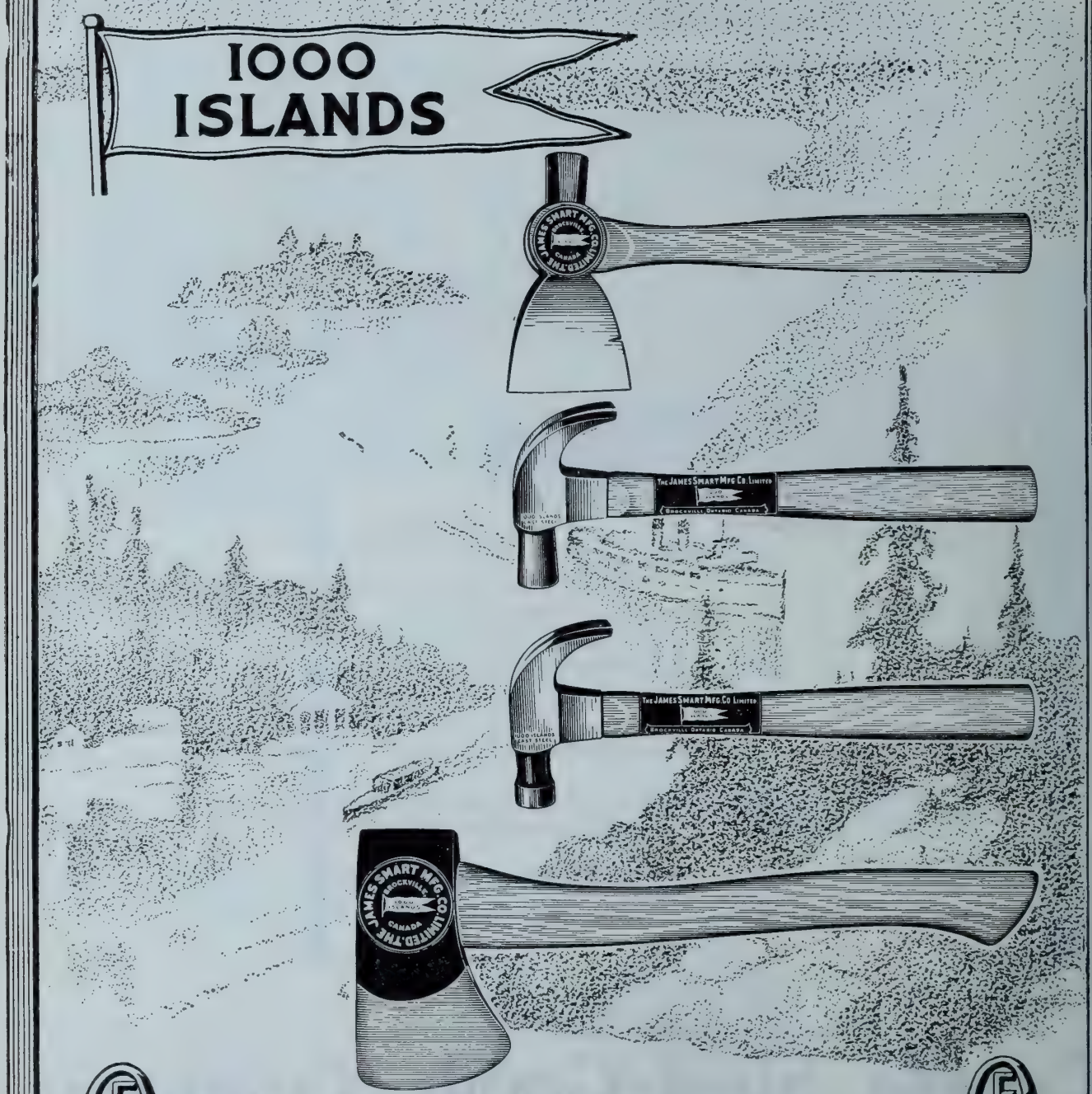
CANADA FOUNDRIES & FORGINGS LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

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This is the
"Neglected Inch"
—the inch between the furniture and the floor

Have You Ever Tried to Sell Casters?

NOT just match a broken caster but actually sell them?

Casters can be made a money-making item with a quick turnover if you will really get behind them and sell them.

The average householder has both the need and desire for casters that will allow him to move his furniture about without wrinkling and tearing rugs and carpets or marring floors. In other words all the elements of easy and profitable sales are at your hand—your customers are in a receptive mood for buying good casters—and with Bassick Casters on your shelves you can offer them absolutely convincing selling arguments.

A little effort on your part, and Bassick Casters will build up a new, quick-moving, easy-selling item which will add considerably to your yearly revenue. Next time you have a caster customer, don't just give him a caster, but sell him a set of Bassick Casters designed particularly for his specific furniture and floor coverings.

Bassick Casters

Canadian Sales Agent:
J. A. RAMSAY, 350 Adelaide St. West, Toronto, Ont.
THE BASSICK COMPANY, Bridgeport, Conn., U. S. A.

For thirty years the leading makers of high grade casters for the home, office, hospital, warehouse, and Factory.

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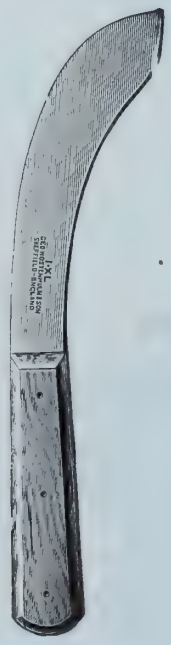
BUTCHER KNIVES

I-XL

No. 2609—Sizes 5, 6, 7, 8, 9, 10, 12 and 14 inches.



No. 2609
Skinning Knives
Sizes 5 and 6 inches

I-XL BUTCHER KNIVES

are presented to the trade with a positive guarantee back of each blade.

Every piece is hand forged from the finest double shear steel, by a selected class of most skilled cutlers who grind and temper these blades in a manner most suited to their requirements; they are then carefully inspected to insure perfection.

We therefore gain the highest point of efficiency, making not only a knife but a high-grade Butcher's tool.

I-XL on a butcher knife is a pledge of quality to your customer.

Geo. Wostenholm & Son

No. 2609
Sticking Knives
Sizes 5, 6, 7, 8 and 9 inches

Also
Quebec Pattern
No. 5284
All sizes

GEO. WOSTENHOLM & SON

SHEFFIELD — ***ENGLAND***

A. MACFARLANE & COMPANY, LIMITED

MONTREAL, QUEBEC **SOLE AGENTS FOR CANADA**

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Show Your Customers the Big Points of Leadership of the Westinghouse Type H Iron

It is every inch a leader, from the tip of its shiny beveled point to its handy grip plug. The beveled edge, an exclusive feature, permits the user to look directly down on the work; the broad ironing surface enables a greater volume of ironing to be handled more quickly; the ironing surface heats rapidly and evenly; the plug and handle are specially designed for greatest convenience.

You'll find that these are the features women are looking for in irons.

Point them out and you will reap the benefits in an increasing volume of sales.

Westinghouse

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave., E.
EDMONTON, 211 McLeod Bldg.

Repair Shops

MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
VANCOUVER, 1090 Mainland St.
TORONTO, 366 Adelaide St. W.
CALGARY, 316 3rd Ave. E.

CANADIAN WESTINGHOUSE

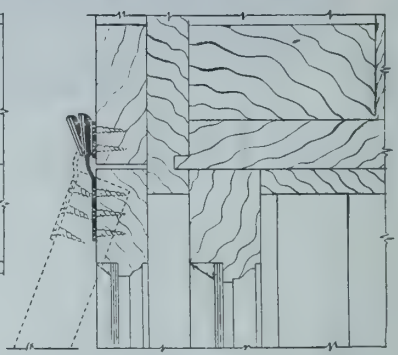
If interested tear out this page and place with letters to be answered

STANLEY

STORM SASH HARDWARE

No. 1711

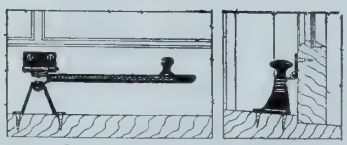
ELEVATION (Scale ¼ full size)

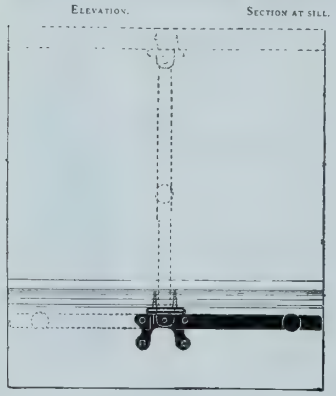


SECTION AT HEAD

Stanley Storm Sash Hanger, No. 1711

Holds the window firm, due to the peculiar construction of the eye; prevents jostling; easily taken off and put on.

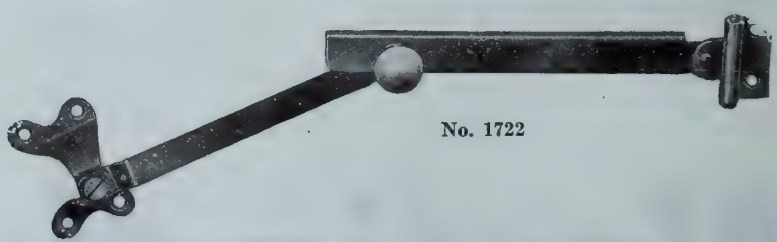




PLAN
(Scale ⅛ full size)

Stanley Storm Sash Fastener No. 1722

An exceptional "take-down" feature; easily taken down without having to unassemble; holds securely, yet provides ease in manipulation for cleaning, ventilation, etc.



No. 1722

STANLEY S.W.

Ask for "Detail Manual, No. R-15," showing correct application of Stanley Butts, Bolts, Blind Hardware, Storm and Screen Hardware, and Garage Hardware (127 drawings to scale), and telling "How to Specify" in every case.

THE STANLEY WORKS

NEW BRITAIN, CONN.

New York, Chicago, San Francisco, Los Angeles, Seattle

Canadian Representative—A. MACFARLANE & CO., Coristine Bldg., Montreal.

If interested tear out this page and place with letters to be answered

HAY WIRE

Cut to Lengths

AND

In Coils

BALE TIES

Single Loop

We Carry

LARGE STOCKS

AND

GUARANTEE

Prompt Shipment

THE STEEL COMPANY OF CANADA LIMITED

General Offices

Hamilton and Montreal

Sales Offices

Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered

TRADE MARK GP BRAND

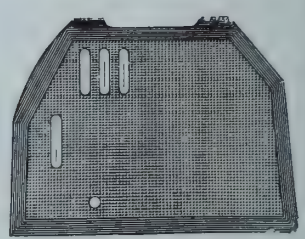
AUTO ACCESSORIES

The Tried and Proven

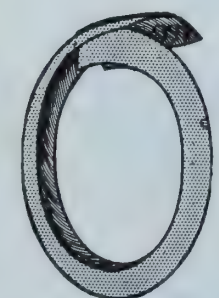
"GUTTA PERCHA" LINE

The Sealtite Patch has advantages over any similar device. In the first place, it sticks tight and gradually the heat of the tire practically vulcanizes it into the rubber of the tube. It is a safe prediction that your customers will always repeat their order for Sealtite because they will find a tube never leaks again where a Sealtite patch has been properly put on.

It pays to keep your line of "G-P" Auto Accessories carefully sorted. A man with a punctured tire on a car out in front of your store doesn't want something you can order for him "in a few days."



Windproof Mats (For Fords). These mats are one of the greatest comforts for motoring. The thin flaps that fit close around the gear and brake pedals and brake lever keep out heat, dust, and the odors from the engine. This mat is patented and only made by the "Gutta Percha" Factory.



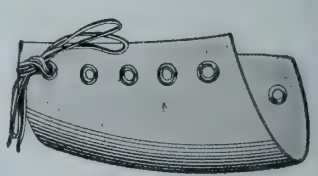
"G-P" Reliner. A "lifesaver" when the casing is wearing down. With the Gutta Percha Reliner the motorist gets the very last mile out of the casing. It protects the weak spots and prevents "blow-outs." Never recommend reliners for new casings—they are not meant for them.

"Quality All Through"

Gutta Percha & Rubber Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada.

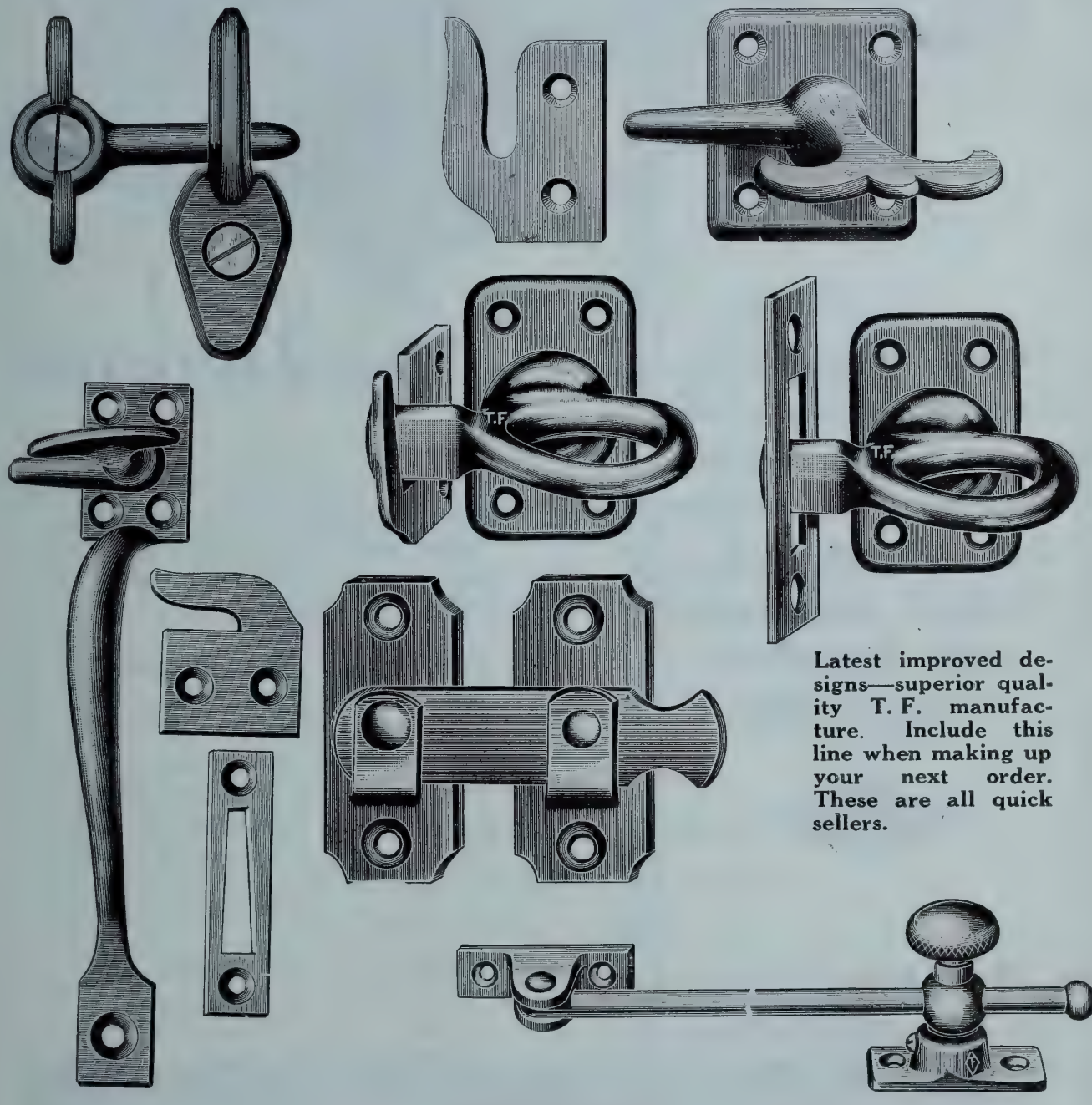


Lace-on Boots. Quick, effective first aid when a weak spot begins to cause the motorist anxiety. "Soft-spots," "rim-cuts" and "cracks" can be protected and prevented from growing worse until permanent repairs are available.

If interested tear out this page and place with letters to be answered

Insist on "T.F." Quality and Variety in

CASEMENT WINDOW FASTENERS ADJUSTERS AND SHUTTER BARS



Latest improved designs—superior quality T. F. manufacture. Include this line when making up your next order. These are all quick sellers.

MANUFACTURED BY

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works

GUELPH, ONTARIO

TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

If interested tear out this page and place with letters to be answered

Black Diamond Files *for results*

Black Diamond Files are made from selected steel tempered with the care and precision due a scientific product. Skilled craftsmen prefer them above all other files.

TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

Ask Dennis

Some noon when you happen to be near an industrial plant or a machine shop or a garage, drop in and ask any mechanic what he thinks of Starrett Tools.

First-hand knowledge from the user makes selling easier. And you'll pick up some worth while impressions of the precision tools used and relied upon by two generations of skilled workmen.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Starrett Tools

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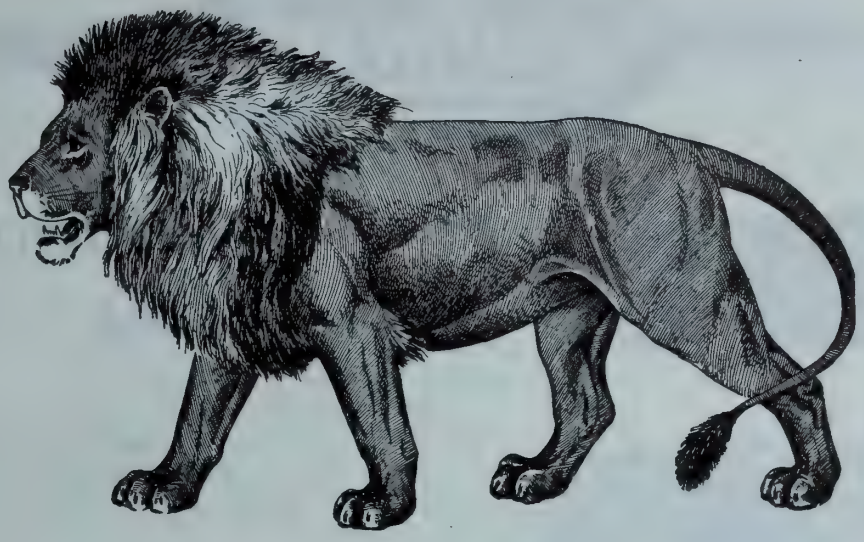

Lion Brand Cordage

STRENGTH!—that is what you pay for: that is what you demand in cordage.

You can't tell exactly the strength of a rope by the color of it, the size of it, nor the weight of it. You must depend instead upon the reputation of the firm that makes the cordage.

Uniform strength is ever found in Lion Brand Cordage. Behind every pound of our product is ninety years of Knowing How.

Order To-day from your Jobber or Direct

Manufactured by

Consumers Cordage Company, Limited

Factories: Montreal and Halifax

Agents and Stocks at St. John, N.B., and Toronto, Ont.

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William

James Bisset & Co., Quebec MacGowan & Co., Vancouver

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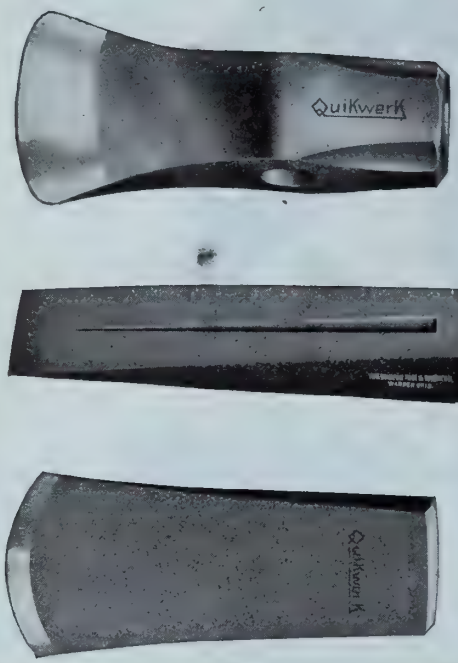
QuiKwerK TOOLS



Wood Choppers' Tools

WE think enough of QUIKWERK Tools to guarantee them to meet **your** idea of satisfactory wear. And yet they cost no more than the ordinary kind.

Order QUIKWERK Tools through your Jobber

The Warren Tool & Forge Company

234 Griswold Street - Warren, O.

B B Co LTD.

TOOLS TOOLS

Sheet Metal Working Tools

Their accuracy and proper designing make Brown Boggs Tools the choice of wide awake Tinsmiths everywhere.

Every B. B. tool is a producer; it keeps making money for you year after year.

Back of each machine is our guarantee of service satisfaction; every customer of ours must be a satisfied customer before we consider a transaction as closed.

Write for Catalogue, Information and Prices

The Brown, Boggs Company, Limited

HAMILTON - ONTARIO

Forming Rolls

Representatives:

BISSET & WEBB, Winnipeg, Man.

A. B. WALKER, Holbrook Bldg., Toronto, Ont.

8-ft. Steel Brake

If interested tear out this page and place with letters to be answered

—accuracy

In the keen, pushful competition of modern business, there is no time for mistakes.

Mistakes waste time, materials, money and labor.

Mistakes mean lost opportunities, lost business and the loss of prestige, the value of which cannot be computed; every mechanic knows these things.

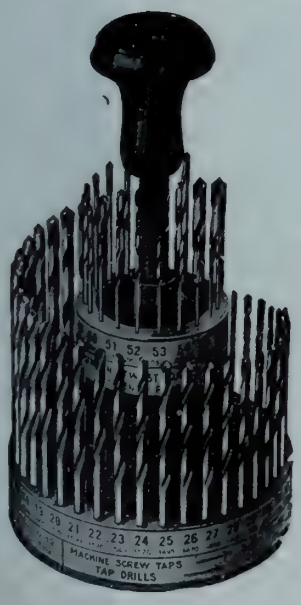
Butterfield Tools are accurate. Without hesitation you can recommend them to mechanics who want the best.

You can, with confidence, promise your customer that the Butterfield Tool he buys will give him better service than he can possibly expect.

Butterfield Tools are Standard

These tools need no introduction to your customers. Either by reputation or from personal use every mechanic knows of Butterfield Tools.

Stock them, display them, sell them; satisfied users and gratifying profits will result.



Butterfield & Co. Division

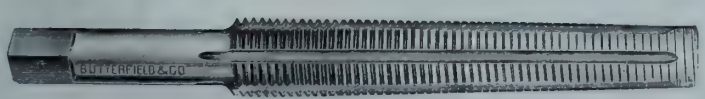
Union Twist Drill Co.

Rock Island, - Quebec

STORES:—220 King Street West, Toronto, 131 St. Paul St. West, Montreal.

AGENTS:—D. Philip, 138 Portage Avenue, Winnipeg, Gorman's Limited, Dominion Building, Vancouver, B.C.

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, Fairbanks-Morse Co., 9 Young Street, Sydney; Charles Dreyfus, B. Mitre, 785 Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.



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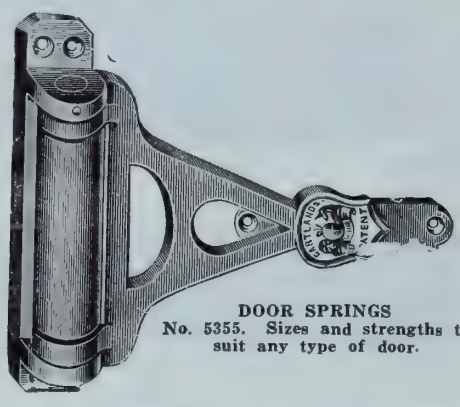
James CARTLAND & Son, Ltd.

Birmingham, Eng.

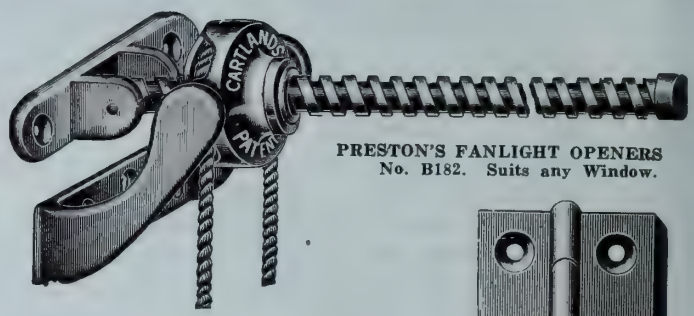
Toronto
G. SMITH
18 Stair Buildings.

Winnipeg
R. R. SUTHERLAND
402 Confederation Life Buildings.

BRASS FOUNDRY SPECIALITIES

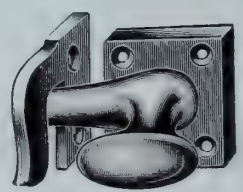


DOOR SPRINGS
No. 5355. Sizes and strengths to suit any type of door.

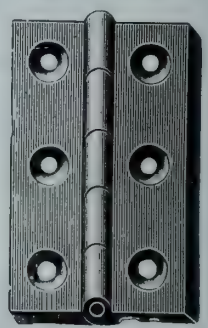


PRESTON'S FANLIGHT OPENERS
No. B182. Suits any Window.

SOLID-DRAWN SOCKET BOLTS
No. 4601. All Standard Sizes in Stock



CASEMENT FASTENERS
No. B1344



MACHINE-MADE AND CAST BUTT HINGES
Stock kept for Every Requirement.

B.P. BRAND
WIRE NETTING

Black Fox Netting a Speciality

IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature Enquiries invited.

Boulton & Paul Ltd.

CABLE ADDRESS:
Boulton Norwich
England.

Chief Office & Works
NORWICH, England

CODES USED:
A.B.C. (5th Edn.),
Bentley's, Marconi, and
2nd Private.

If interested tear out this page and place with letters to be answered

The new Imperial Polarine non-returnable steel drums provide excellent storage for your own purposes. They are also ideal packages for passing oil on to your customers in quantity. Drums are constructed of good quality steel and handsomely painted. They come in three sizes, 15, 30 and 45 gallons.

A Line-up For Sales-

If you haven't lubricating oil storage, we suggest that you line up a battery of the new 45-gallon Imperial Polarine non-returnable steel drums. A suitable rack which can be easily constructed will certainly increase your convenience in handling Imperial Polarine Motor Oils.

Such a display will increase the number and the amount of your oil sales, too. The neatly stencilled drum heads are standing advertisements to your customers that you have all five grades of Imperial Polarine on "tap."

Don't overlook the sales possibilities of the attractive Imperial Polarine litho-sealed cans in various sizes to meet your customers' needs. Keep a good stock on hand and have a well-arranged display working for you all the time.

Another suggestion—hang up the Imperial Chart of Recommendations in a prominent place beside this rack and many sales will be automatically made while customers are waiting to be served.

Ask our salesman for your copy of the new Imperial Chart or drop a line to the nearest Imperial Oil Branch and we will see that you are supplied with the Chart and other profitable dealer business-builders.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloils

T-3223

If interested tear out this page and place with letters to be answered.

Names that Sell the Goods

You know, Mr. Dealer, the value of a name. The goods that sell best are these whose names are well and favorably known.

These brands of files are known to file users as the standard. Stock them, and they sell themselves.

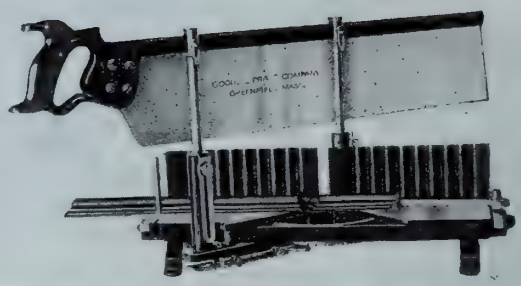
Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope Ontario

GOODELL PRATT

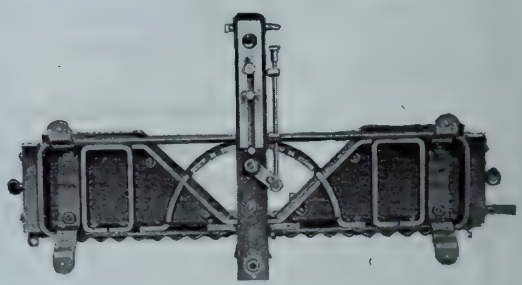
1500 GOOD TOOLS



Mitre Box Profits

There will be more mitre boxes sold this Fall than for many years and the dealer that stocks the most popular box is going to reap the profits.

Goodell All-Steel Mitre Boxes cost no more than ordinary cast iron mitre boxes and enjoy a decided preference owing to their accuracy and unbreakable construction with its freedom from repairs. Every box fully tested before leaving the factory and covered by our usual guarantee.

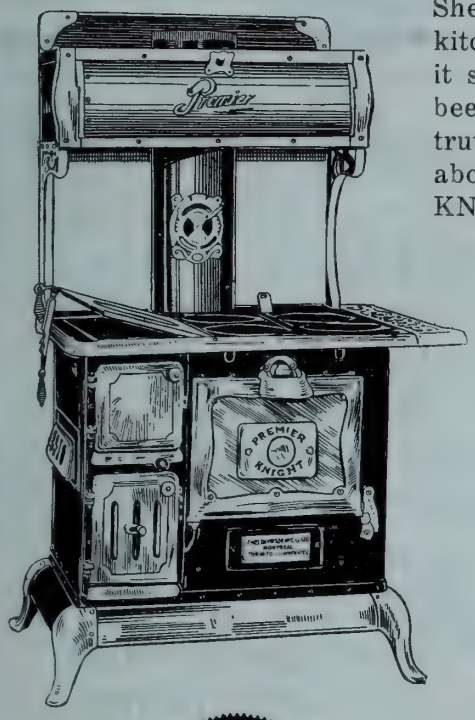


Goodell-Pratt Company
Toolsmiths
Greenfield, Massachusetts, U.S.A.

If interested tear out this page and place with letters to be answered

Cooking—with the "Premier Knight"—is a joy!

—and after a woman has once kept house she ought to know who are her friends, in more senses than one.



She will point with pride to her splendid kitchen range and boast about the fuel it saves and what a real friend it has been. Then frankly she will admit the truth of all the flattering things the boys and girls say about her scrumptious cooking since the "PREMIER KNIGHT" came.

"Premier Knight"

All Steel Kitchen Range

has all the points of superiority of the various Davidson Ranges. White enamelled panels or tiled back and oven door, nickel plated trimmings. It burns coal, coke or wood. A roomy oven has braced bottom to prevent warping—fire box has cast lining and duplex two-piece grates—one side for coal and coke, and, turned over, for wood.

Write for Dealer Catalogue "Davidson's Stoves and Ranges" featuring other Premier Stoves—"Marathon," "Leader," "Argus," "Royal," "Chieftain."

The Thos. Davidson Mfg. Co. Limited
Established 1860

Makers of THE PREMIER ENAMELLED WARE of Canada

Also makers of 15,000 Household and Kitchen Utensils

Head Office: Montreal

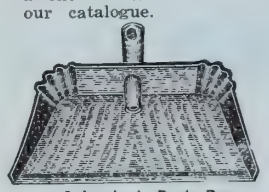
Branches: TORONTO WINNIPEG CALGARY VANCOUVER
Steel Foundry Division: TURCOT, QUE.

DAVIDSON

If interested tear out this page and place with letters to be answered

Wrico

Hot Galvanized Goods have that smooth, crystallized lustrous coating that attracts attention. Write for our catalogue.

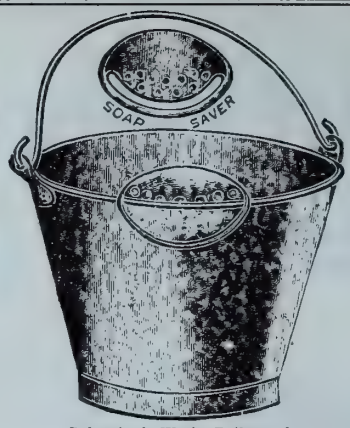


Galvanized Dust Pans

Galvanized Chamber Pails

Visit our booth No. 7, underneath Grand Stand Toronto Exhibition.

E. T. WRIGHT CO., LIMITED. Hamilton, Canada



Galvanized Wash Pails and Soap Savers.

Contractors' Heavy Galvanized Pails

Let Our Display Boards Help You Sell These Wrenches

Let us co-operate with you in selling Wrenches.

Send to-day for our stock orders "G" & "H" — then we will send you two Display Boards "G" & "H" — they show Socket and Flat Wrenches in various styles.

The Wrench with the Socket that cannot loosen

You will be pleased with these Wrenches and so will your customers.

Write to-day for further particulars.

MANUFACTURED by

The Gray Ball Bearing Co., Limited

686-692 St. Clarens Ave., Toronto

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Maple Leaf Saws- LEAD THE WAY

Made in Canada Since 1873

The Proven Best by Carpenters and in Factories and Sawmills

Manufactured by **Shurly Dietrich Co., Ltd.,**

GALT, ONTARIO

A CANADIAN Company Employing CANADIAN Workmen and Using CANADIAN Capital

AJAX BREAST CHAINS

AJAX Breast Chains are big sellers because of the convenient adjustment and assembling features.

The length can be regulated by the end snaps.

Easily stocked and shipped as they are packed two pairs in a carton.

DOMINION CHAIN COMPANY
LIMITED
NIAGARA, FALLS, ONTARIO

EQUATOR ELECTRIC HEATERS

Approved by Hydro Electric Power Commission

EQUATOR HEATER
Cat. No. A17. 8″ reflector.
List $7.50

EQUATOR HEATER
Cat. No. A7. 12″ reflector.
List $9.50

Shipments from stock
Generous discounts.

ROUND TOASTER STOVE
List $4.00

CURLING IRON
List $4.25

EQUATOR MFG. CO., LTD., Hamilton, Canada

If interested tear out this page and place with letters to be answered

TRADE FRAIM MARK

No. 445 Actual Size

A New Fraim Padlock

Pin Tumbler Type
Case of Cast Iron
Finished in Rustless Black
Drop-forged Shackle
Of Cast Bronze
Four Pin Tumblers
144 Key Changes

This is a high-grade lock, substantially made and one of our latest designs—the most popular all-round padlock we have ever produced.

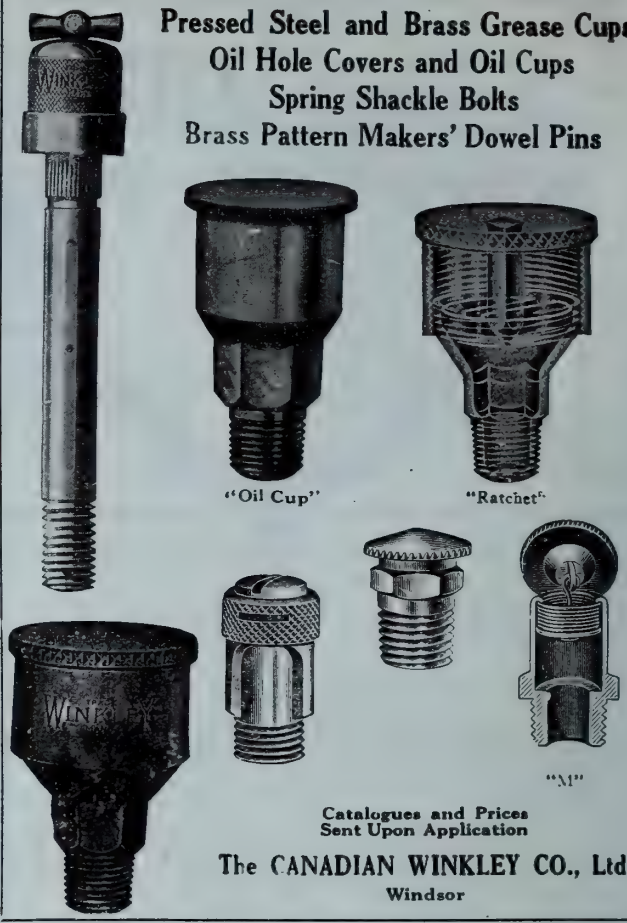
Send for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
LANCASTER, PENNA., U.S.A.

Canadian Representatives:
COHOON & PUGH, 11 St. Sacrament St., Montreal.
A. E. HANNA, 218 Portage Avenue, Winnipeg.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
Windsor

Keep Canada Prosperous

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last twenty years, has earned a reputation

For Quality that Satisfies

Send in Your Order Now.

London Rolling Mill Co.

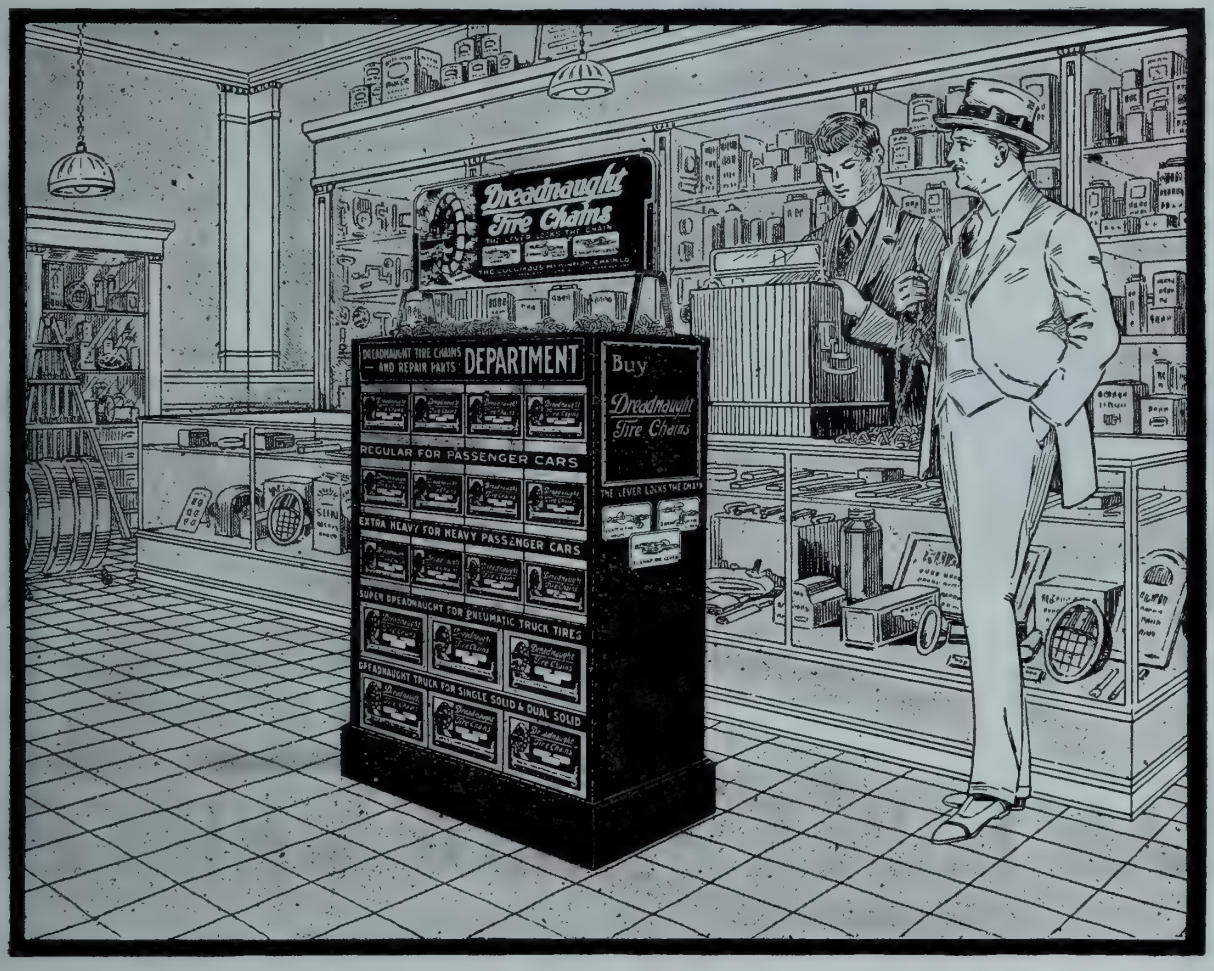
LIMITED
LONDON, CANADA

Sales Agents:

Western Canada, Bissett & Webb, Ltd., Winnipeg

If interested tear out this page and place with letters to be answered

Dreadnaught Tire Chains



For the "Ask'-em-to-Buy" Dealer

Note the attractive container for each set of chains. So strong that the weight of a 200 pound man will not crush it.

"Ask-'em-to-buy and you'll make more sales." So we give every real Dreadnaught dealer, absolutely free, the use of the "Ask-'em-to-Buy" Cabinet.

This compact metal cabinet brings chains up from bins and basements — out of the barrel and the warehouse—from under the stairway and beneath the counter, and puts 'em on display neatly boxed and labeled. It reminds people that they need chains and repair links. It gives the customer a chance to examine the coppered cross chains and the lever fastener. It helps him get the right size and weight for his car—get it promptly. It gives you more chain and cross link business all year 'round. It helps you keep your stock inviting and complete with minimum expense.

You can't begin to make the profits possible in chains and repairs until you get one of these cabinets. You can get it with a very moderate stock order of Dreadnaught chains. Ask your jobber or write us direct.

Dealers have demonstrated that the Dreadnaught "Ask-'em-to-Buy" Cabinet will turn their chain stock three times a year as against the old-fashioned once-a-year method.

"Dreadnaught" Tire Chains

THE McKINNON COLUMBUS CHAIN, LIMITED
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Positively Prevent Skidding
MADE IN CANADA

2,000,000 Canadian Women Wring their Mops by Hand!

They have electric washing machines, electric stoves, irons, churns, fans and vacuum cleaners, but they still wring their mops in the same barbarous, dirty fashion as did the ancient Egyptians—all because they have not been shown the advantages of a modern mop wringer.

Get Your Share of this Big Business by Stocking and Selling our New WHITE

"CAN'T SPLASH" MOP WRINGER

FAMILY AND JANITORS' MODELS

The New "CAN'T SPLASH" is the most efficient wringer on the market to-day. It fits any pail. A light handle pressure exerts a 400-pound squeeze on the mop. The patented "CAN'T SPLASH" feature prevents dirty water squirting out upon clothes or floor. Mops last five times as long when used in the "CAN'T SPLASH" as they do when used in any other style of wringer. The extensive use of linoleum floor coverings demands mops and mop wringers to-day more than ever before.

We offer effective advertising and merchandising aids which help you

Put "Can't Splash" Mop Wringers in the Big Selling, Quick-Turnover Class of Money-Making Hardware

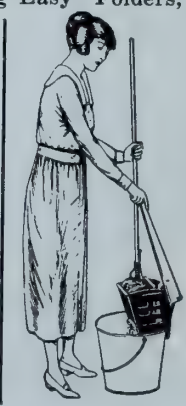
We will supply you free with our "Make Mopping Easy" Folders, imprinted with your name and address, for distribution among your customers.

We have recently devised and will furnish you a

FREE DISPLAY FIXTURE FOR SHOWING AND SELLING MOP WRINGERS

Fill out this coupon, mail it to us and we will send you full information as to how you can secure this Display Rack free, together with our Descriptive Folder showing our entire line.

WHITE MOP WRINGER CO.
OF CANADA
PARIS, ONT.



White Mop Wringer Co. of Canada
Paris, Ont.

Please send information as to how we can obtain the White Mop Wringer Display Rack FREE, and also mail us your Descriptive Folder showing the entire White "CAN'T SPLASH" line.

Name .....

Street and Number .....

City and Province .....

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV SEPTEMBER 2, 1922 No. 35

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If interested tear out this page and place with letters to be answered

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Hardware and Metal

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How Do They Enter Canada?

Seizure of Another Weighing Scale Forbidden by Weights and Measures Regulations Brought About by Hardware and Metal—Inspector Wonders How Scales on Sale by Toronto Medical Supply Firm Got Through the Customs

EDITOR'S NOTE—An echo of the exposures made some months ago by Hardware and Metal in connection with the sale by a large Toronto department store of a baby weighing scale which failed to comply with the regulations of the Department of Weights and Measures, was heard this week when another case was brought to light by Hardware and Metal where a scale of this type was being openly sold at retail in Toronto. Here is the story:

A PROSPECTIVE buyer looking for a suitable scale with which to weigh a new baby visited a number of Toronto hardware stores, where he was unable to secure a scale of this type to weigh by ounces. He was advised by the hardware merchants that a scale of the type he described, and which he had seen in use in the United States, was not allowed to be sold in Canada, due to the fact that it was of the dead-weight spring type and thought to be so unreliable that it was barred by the Department of Weights and Measures.

Continuing his investigations this prospective buyer visited a well-known Toronto firm which deals in medical supplies, selling such equipment at retail. Here he found what he required, namely, a scale weighing by ounces up to 25 pounds, with a large dial face, adjuster and support, to which a hammock was attached for the weighing of babies. It was distinctly of the dead-weight variety, spring scale, the weight being suspended above the dial. It was of a very similar type to the scale which figured in the previous investigation conducted by this paper and which was subsequently rendered unsalable. The scale described has only the name of the maker, a Chicago firm, on the dial. It was offered to the prospective purchaser this week for $11.00 but was not purchased due to the fact that a bar scale at a lower price had been offered in the meantime by another retailer.

One Denied—Other Admitted

Upon the facts being related to Hardware and Metal enquiry was made of Inspector McConvey of the Weights and Measures Department, Toronto, as to why a United States manufacturer who wished to do business with the hardware trade in Canada with such a scale as this was denied permission to bring his product into Canada while two cases had been found where such a scale was being sold at retail in this country by other trades than the hardware.

Mr. McConvey came to the office of Hardware and Metal very much surprised that such a discovery had been made, firmly contending that such a thing was next to impossible. He pointed out that seven years ago scales of that kind were barred from the country and that the system followed by the Customs Department in promptly advising inspectors of any scales coming into the country gave practically air-tight protection against any scales being sold in contravention of the regulations. Asked as to the likelihood of these being some scales purchased more than seven years ago and just now being cleared out it was stated that this would be against the regulations as six months had been allowed after the prohibitory measure was enforced in which to clear out any stock. Scales on hand after that six months' period might be used for ornamental purposes or returned to the makers but if kept in this country they would have to be sealed up or some parts removed so that they could not be used as weighing machines. It was also impossible that these scales had been made in this country because there is no manufacturer producing such a scale in Canada.

The Investigation

Finally Mr. McConvey, accompanied by a representative of Hardware and Metal, proceeded to visit the medical supply firm in question. Entering the store and enquiring for a scale, the manager of the retail store led the way to where the scale in question was on display.

"What is that scale for?" asked Mr. McConvey.

"For weighing babies," was the reply.

"How many of them have you?" was asked.

"This is the last one. We had six but the others have been sold."

Here Mr. McConvey disclosed his identity and continued with further questioning to which answers were given in nervous succession by the much perturbed store manager.

"How long have you had them and where did you get them?" asked the inspector.

"We have had them for about thirteen months and we bought them from a salesman representing the manufacturer."

"Do you know it is against the law to sell such a scale?" enquired Mr. McConvey.

"The salesman from whom we purchased them said that he had been to Ottawa and fixed the matter up," was the reply.

Scale is Seized

The scale was immediately seized by the inspector and taken away, after advising the firm that subsequent action would be taken by the Federal authorities at Ottawa.

(Continued on page 56)

Predicts Fuel Shortage and Higher Prices on Steel Products During Coming Winter

Burning of All Coal in Centralized Plants and Gas Supplied for Heating Purposes—Fuel Shortage Will be Real Opportunity for Gas Companies—Will be Sold as so Many B.T.U.'s to the Dollar —Little Likelihood of Electrical Heating

Special representative's report on address of FLOYD W. PARSONS, industrial investigator, before convention of Gas Association of Canada in Hamilton, Ont.

HOUSES heated entirely by gas, locomotives operated exclusively by electricity, banishment of soot and ashes from the atmosphere and streets of the cities; burning of all coal in centralized gas plants, where every available atom of energy can be derived from the fuel, and where by-products can be properly controlled and collected; this was the picture which was painted for the future by Floyd W. Parsons, New York fuel expert who addressed the annual dinner of the Canadian Gas Association in Hamilton, Ont., this week.

Tension in the fuel situation, which is very real, in spite of everything which the newspapers say to the contrary, is one thing which will hasten the adoption of such a system of heating and power supply, the speaker thought. His address was as follows:—

"We have traveled a long way from the spinning wheel, the stage coach and the log fire. In those days each man shifted for himself. If I were to describe the present age, I would refer to it as the 'gas age.' The atmospheric gases will be used, not only to support our mode of travel, but will also supply oxygen and nitrogen, of which we now use but a small part.

"The future of manufactured gas is as assured as the longevity of the motor car. As surely as one assigns to the scrap pile the worn-out machine, so will the days of the future be the gas age!

"Waste of fuel, as sooty smoke, must stop. This process is inefficient. Fuel will soon be supplied as gas only. Let us at once dismiss all raw materials but bituminous coal," the speaker said. "Anthracite and similar substances are luxuries in the gas business.

Forecasts Fuel Shortage

"In spite of all that has been said to the contrary, I am sure that the coming winter is going to be one of unprecedented distress from the fuel point of view. But gas manufacturers here, as in the United States, will get coal. They get first call, but the price will be high. There should be a temporary measure to secure relief from contracts and franchises. I was amazed to read in newspapers to-day the statement that owing to re-opening of mines in New York state all our fuel troubles are over. This is nonsense. The situation is such that most industries will be handicapped this winter to a decidedly great extent.

Steel Is Going Up

"Prices are on the upward trend. Everything is going up, and no product will feel the jump more than the steel business. Small steel manufacturers will take advantage of the state of the market to jump their prices.

"It is for this reason that I have been advising the purchase of coal by manufacturers. I think I may take credit for the statement made a short time ago that gas manufacturers in the United States had a supply of coal to last 51 days.

"Buy all the finished and unfinished steel you can, if you are likely to need it. Don't forget that it takes four tons of coal to make a ton of steel, hence prices must rise.

Will Burn Soft Coal

"A result of the forthcoming winter is going to be a change in the minds of the people. They will have to use soft coal, because no matter what happens in the meantime we are going to be short 30,000,000 tons of anthracite. The soft coal which will have to be burned is going to mean a financial loss owing to the smoke nuisance, as well as a bad thing for the public health.

"Women who have been used to burning hard coal will have to use bituminous coal. You cannot shut out the soot, even if you clamp your windows, so it is this situation of which the gas manufacturers will have to take advantage in teaching people the advantage of burning gas rather than soft coal.

"The real future of the gas industry will not be assured until the people realize that the burning of raw coal is wrong, wasteful, uneconomic. Coke and gas are what should be used. If you could introduce these two into the homes you could never bring back the burning of anthracite. The only thing which prevents this development at the present time is the high cost of manufactured gas. You may think this an insurmountable obstacle, but I am convinced that present conditions will introduce within a few months cheaper methods of making gas.

"A cheap process is now working successfully in Germany, and the plan is being examined for application to this country.

Abandon Old Ideas

"Use of a gas of a lower calorific power will become popular, in spite of fancied objections," Mr. Parsons reports.

"Gas will be sold as so many British thermal units for a dollar.

"We have a huge supply of electrical current, white coal, but all of this will shortly be used up for power in the industries. Gas is the coming heating medium.

"Companies may sell electrical power for next to nothing just now, but the situation is entirely temporary. Electricity at one cent per kilowatt hour, a very low rate, is the equivalent of coal at $40 a ton.

Electricity Not a Fuel

"Put a whole city on electrical cooking, and your entire electrical plant will have to be remodeled. As for heating houses by electricity, the idea is preposterous.

"Initial expenditure is against the use of electricity anyway. For the average 6-roomed house, your electrical heating equipment would cost as much as the house itself.

"The only necessary improvement is the increased efficiency of gas manufacture and distribution. Attention will have to be paid to long-distance transmission.

"As far as long-distance transmission is concerned, oil can be shipped long distances in pipes, so why not gas? Natural gas can be shipped for 300 miles at a pressure of 1,000 pounds to the square inch, so why not the artificial product, too?"

What Customer Looks for in a Stove

Hardwareman Makes Some Enquiries and Finds Out Chief Points Which Stove or Range Must Have to Appeal to Certain Customers —Cultivating the Community Stove Prospects—How to Get a List of Live Prospects

THERE is no time like the present to put into effect plans for the sale of stoves, ranges and heaters during the fall season. There is a more buoyant spirit of optimism prevailing throughout the country which is a much better foundation for stove selling than for some years past, and many new ones will be purchased this fall by those who have been unable to do anything but repair old ones during the past few years. Here are some pointers on stove selling as gleaned from interviews with hardwaremen and which are particularly applicable to sales at this time.

A hardware dealer who has one of the most prosperous stove departments in the country is always on the lookout for genuine expressions of the mind of the folk.

The other day he had occasion to call at a certain office and while waiting to transact his business, fell into conversation with the young lady at the reception desk and said to her:

What They Look For

"What does your mother look for when she buys a stove?"

Without a moment's hesitation she answered:

"My mother wouldn't look at a stove unless it was a good baker."

Further conversation revealed the interesting fact that her mother did not care how many doodaddles the stove had or what kind of ornaments, whether it had rounded corners or square corners, or whether it was made of cast iron or of monel metal.

She wanted a stove that would do good baking.

And the stove dealer who could fool her into taking a stove that would not do good baking would have to lock up his store, and keep traveling until he hit the north pole if he wanted to avoid the wrath of this lady who insisted on having the right kind of a stove because she could not be deceived.

He might talk her into having the stove delivered and set up, but if it didn't perform properly, if it did not enable her to do good baking—and incidentally she is an artist in baking—she would not allow it to remain in her house.

He says a dealer in stoves has certain obligations to the public.

If you are going to stay in business you must honestly and continuously serve your patrons.

You are in business to make profit, it is true, but you are also in business to minister to the wants of the people.

Hence, it is a thing of utmost importance for you to select a line of kitchen ranges which has the reputation for uniform excellence and unvarying satisfaction.

Of course, cases will arise where the stove itself is not at fault.

Now and then a newly wed spouse lights the oven of a kitchen range for the first time in her life.

She follows the direction of the domestic cook book blindly and without understanding.

She may forget to put in some essential ingredient or let the oven get too hot or open the oven before the right time, and ruin a batch of biscuits, or a cake, or a pie.

That's not the fault of the stove nor is it your fault.

But with comparatively few exceptions, most people can do good baking with a good stove.

Cultivate Prospects

Some prairie hardware merchants tell means by which they are planning to develop business in stoves and ranges this fall. One merchant gives the following advice:—Cultivate to the full extent the possibilities of your trade territory if you wish to increase the volume of your stove sales.

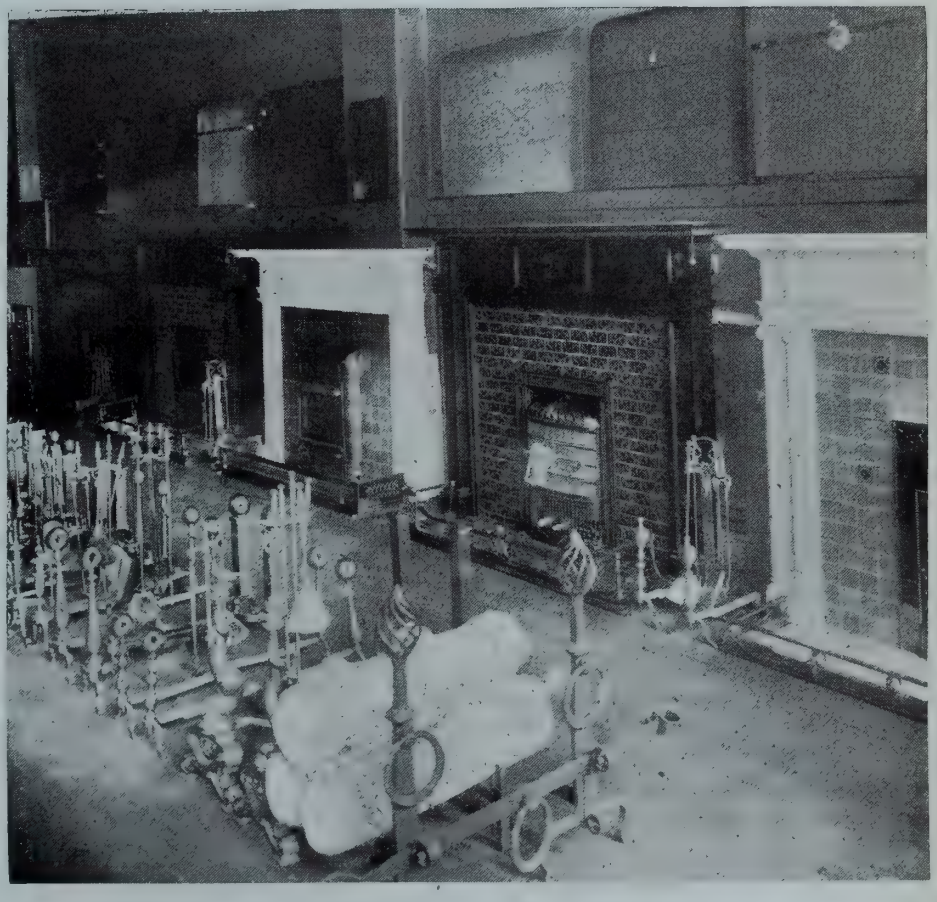
Analyze what this really means in terms of business.

Suppose that you had a farm of forty acres.

Your harvest returns would be very scant if you planned ten square feet of crops in every acre.

If, in addition to planting only ten

Soon Time for Fireplace Fittings



A variety of fireplace furnishings which lend themselves to attractive display and are to be found in many hardware stores are shown herewith in an interior arrangement by James Walker Hardware Co., Montreal. A number of mantels are on display, surrounded with fire irons, fenders, screens, logs, etc. Nine mantels are shown down one side of this display room.

square feet of every one of the forty acres, you did nothing to aid the growth of the crops, you would gather little more than weeds at the end of the season.

Sales grow only as the result of constant attention to their development, just as crops grow only as the result of continuous care and cultivation.

Your trade territory is your field of operation.

How much of it do you cultivate with such excellent implements as the comprehensive mailing list, circular letters, window displays, newspaper advertising, and personal solicitation?

For the sake of illustration, take the four square blocks in which your store is located.

How many people in these four square blocks have old stoves or ranges which are nearing the end of their usefulness?

How many families in the four square blocks can be persuaded to replace old equipment with new and improved stoves and ranges?

In this area of your territory there may be engaged couples who are planning to live somewhere within the four square blocks and to set up housekeeping in the near future.

They will need stoves and ranges.

Will they buy such stoves and ranges outside of your territory at some department store, or at your establishment?

What are you doing to induce them trade with you?

Getting a List of Prospects

If you watch the local newspapers carefully and keep in touch with other sources of neighborhood information, you will be able to get at least 90 per cent. of the names and future addresses of the soon-to-be-married couples in your trade district.

Through such channels as your church, lodge, and community society membership, you can get in touch with many of these prospects for personal interviews with regard to requirements for their new homes in the line of stoves, ranges, and other hardware.

The local real estate offices in your trade territory are another source for information during the weeks preceding the renting seasons, which are usually in May and September.

Here, then, is another way in which you can add to a list of prospective buyers of stoves and ranges.

"Co-Operation Takes Away the Element of Competition in Business"

Henry Watters, Treasurer of the Dominion Retail Merchants' Association, Speaking on Merchants' Day at the Canadian National Exhibition, Declares That Competition is Necessary to Develop Efficiency in Business

TORONTO, Aug. 30, (Special).—Henry Watters, of Ottawa and treasurer of the Dominion Retail Merchants' Association, was the principal speaker at the directors' luncheon at the Canadian National Exhibition today, the occasion being Merchants' Day. The attendance of retailers was very large, the seating capacity of the dining room being taxed to accommodate all desiring to attend.

"I feel it an uncommon compliment to be invited to speak on this occasion," began Mr. Watters, "and I take the opportunity to thank the directors for allotting a special day for merchants, so that the retailers of the country might have a chance to meet together at this Fair, to share views one with the other. It was a happy thought that designated a day to the agriculturists, a day to the manufacturers, to transportation and to the retail merchants. These I think represent the great factors that go to make up the industrial fabric of the country. Not one is entitled to pre-eminence over the other.

All Interests Must be Represented

"Where would the agriculturists be without the transportation, without the manufacturer, or without the system of distribution to the consumer? There is no more reason why we should have an agricultural, occupational group governing the country or any section of the country than we should have a retail group doing it. If we are to have a stable, responsible government, all interests must be represented. Any attempt to introduce into the administration a system of group interests is fatal to all responsible government.

No Idea of Social Conditions

"With all that has been said in regard to immigration here to-day, I am in hearty accord. We must go slowly. We have foreigners coming into the country who have no idea of social conditions prevailing, and who enter business ready to work any and all hours, twenty-four in fact, if customers will come. Canadian merchants find these foreigners an impediment, for the reason that they do not readily conform to our social customs, including limited hours of work, but whose only idea is to make the dollars. We want immigration from the same stock from which came the men that have made Canada what it is to-day. We do not want the immigrants that cannot be assimilated into our ideas.

"Co-operation as against competition in business is a subject that is uppermost at the present time. I am not an opponent of co-operation, but if one is looking for the marked success, one cannot look better than in the men engaged in the competitive field. All high types are developed in competition. It makes for a high standard of efficiency. Co-operation takes away that element of competition, that is valuable to business."

Continuing, the speaker denounced the "price cutter," characterizing him as an anti-social member of the community who should not be encouraged. He quoted the professor of economics of Harvard University, who, he said, declares that cutting of fair, normal prices is opposed to the general interests, and the people must make it up in some way.

"WEED'S CREED—If you can get it elsewhere for less, return it. We'll buy it back at full price"

NOTICING the above statement printed on the back of the counter check slips used by Weed & Company, hardware firm of Buffalo, N.Y., some enquiries were made by Hardware and Metal concerning its value and the possibility of difficulties which might be encountered in living up to such a policy. Discussing the subject, Sheldon Weed, president, stated that this creed was adopted some fifteen years ago and while at first they thought it might result in their being taken advantage of, they considered it would help establish confidence in the fairness of their prices.

"We must say it has had the desired result," said Mr. Weed, "and in very few instances have any unjust or unreasonable claims been made upon us because of this creed or guarantee.

"It had always been our custom, if for any reason whatsoever a purchaser desired to return the merchandise, to refund the amount of the purchase. Therefore, when we adopted the creed we only gave more publicity to a custom that has been in force for many years.

"You comment that you should judge that this might lead to some price cutting, but while we endeavor to keep our prices fair and right at all times and this creed makes us more careful along this line, yet we do not believe it has any effect on the cutting of prices."

"Dollar Day" Clean up of Summer Odds and Ends, Electrical Goods for Sept. Bride Gifts

SEVERAL Dollar Day sales are in progress among retailers in various parts of the country and reports coming to Hardware and Metal indicate that such sales have been particularly effective in cleaning out odds and ends of stock left over from summer sales. The experience has been that many people are bargain hunting to-day whereas formerly they paid little attention to the price. To these people such sales are a distinct help and incidentally they clean the shelves of the store of stock which otherwise might lie around until another summer when the charges for overhead expenses against them would have been much larger than the margin of profit that could be secured.

A glance over the Dollar Day ads shown herewith indicate a wide selection of lines suitable for such a sale. The ad by W. H. Thorne & Co. Ltd., St. John, N. B., represents a very broad list of such articles. The ad by F. W. Inman, Dundas, Ont., illustrates electric lamps, irons, spark plugs, auto jacks, kitchen utensils, tools, etc. The ad by the Woodstock Hardware Co. deals with screens, baseball goods. coaster wagons, paint, hammocks, lawn mowers, footballs, lunch kits, etc.

For the September brides, some ads might be used dealing with suitable lines for showers and wedding presents. An ad shown herewith by Ingram & Davey, St. Thomas, Ont., illustrates a number of suitable lines including electrical, china and cutlery lines stating "Usable gifts are most acceptable. The bride of to-day thoroughly appreciates receiving a gift of every day need and usefulness—a gift that will bring many years of comfort and convenience—that's the kind of wedding gifts that are popular now and this store is crowded with hundreds of practical gift suggestions—articles that many a bride of former years would also be pleased to receive. This store has provided carefully and the assortments offer almost unlimited choice—choose wedding gifts here and be sure to please the bride."

The ad by Brockville Hardware Co. deals with an end of August clearing out sale which might be duplicated early in September. It deals fith refrigerators, ice cream freezers, lawn mowers, electrical goods, oil stoves, lawn swings, etc. The ad makes a special appeal for telephone orders stating "Very likely there are times when you need hardware or housewares in a hurry and are unable to get down town. Just remember that we are always ready to attend to your phone order promptly and that you will receive the same satisfactory service as if you came to the store."

Another feature of the ads of this firm is the little editorial which in this case deals with confidence, stating:—"Every purchase made at this store carries with it an insurance policy against dissatisfaction. We value the confidence of our customers above all else and earnestly strive in our business efforts to merit it. This is a store where hardware, housewares and auto accessories can be purchased with safety and pleasure."

CATALOGS

Meakins and Sons, Ltd.. Hamilton, Ont., are preparing their 1923 brush catalog for distribution to the hardware trade after the middle of September.

"Cleaning up" with

O-Cedar Polish

NOW comes the big Fall "clean-up."

Fall "*house*" cleaning with the women.

Fall *profit* clean-up with the merchants.

And, since women use quantities of O-Cedar Polish in the course of their Fall cleaning, *you* can count on O-Cedar to bulk largely in your September—October profit-taking.

Bottle Sales *Versus* Tin Sales

At this season no dealer should be content with **"bottle"** sales of O-Cedar. It's easy to sell it by the tin.

With the average customer, it is merely a matter of making the suggestion.

Say to her:

"A quart tin contains 9½ times the Polish of a 4 oz. bottle—and yet the price is only 5 times as much. There is an even greater saving when you purchase by half-gallon or gallon tin."

She will readily see from this, the economy of purchasing by the tin.

It is by such suggestions that a merchant increases his turn-over.

"More volume" is your aim—go after it by selling goods in quantities where possible.

O-Cedar is one product you **can** sell in quantities—especially at Fall House Cleaning Time.

Retail Prices: O-Cedar Polish in Bottles, 30c and 60c. In Tins, $1.50, $2.50, $3.50.

O-Cedar Polish Mop, large size, triangular shape, $2.00.—O-Cedar Dusting Mop, large size, triangular shape, $2.00.

O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED

TORONTO

For the Man Behind the Counter

As Your Customer Sees You, Mr. Salesman

Average Customer "Takes In" the Salesman Thoroughly—Habit of Being Neatly Attired Creates Favorable Impression and Gives Salesmen More Confidence

Written for Hardware and Metal by A. G. KEENEY

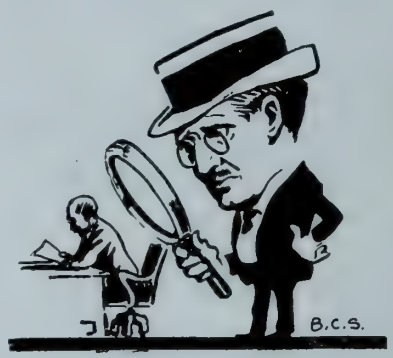
THE hardware salesman coming forward to greet a customer undergoes a swift but thorough inspection, whether or not he realizes it. Although he frequently does it unconsciously, the average customer almost invariably "takes in" a salesman thoroughly. The customer's eyes rove from the salesman's head to his feet. The suit may be neatly pressed, the linen spotless, hair neatly trimmed and combed and the face smoothly shaved, but if the shoes are unshined the customer's impression of the salesman is unsatisfactory. In fact, the good points of the salesman's appearance are frequently forgotten because of the unshined shoes.

Personal appearance, then, has an important influence upon the salesman's ability to make friends for himself and for his employer. A slovenly appearance causes a customer instinctively to regret having encountered a salesman possessing it, and this regret frequently includes the store itself. A customer's initial impression of a salesman often has much to do with his becoming a permanent customer of a store.

This habit of being neatly dressed has the double effect of creating a favorable impression upon customers and of imbuing the salesman himself with a feeling of confidence and self-respect.

Fostering Self-Respect

No salesman is capable of doing his best work when he is painfully conscious of frayed cuffs, a soiled shirt or unshined shoes. In order to make his best sales a salesman should be able to undergo a strict inspection without a moment's notice. This does not mean that the salesman's clothes need be of the species termed "snappy," or "loud," nor do they need to be expensive. Modest dress in the average store is most desirable, for no customer expects a salesman's salary to justify him in spending several thousands of dollars annually on his wardrobe. One salesman of my acquaintance sometimes finds it necessary to wear the same suit six days in succession, yet he reports for work every morning with clothes neatly brushed and pressed and his self-respect intact. No customer has ever resented the fact



that this salesman wore the same suit all week. In fact, the salesman's ability to present a prepossessing appearance despite his small wardrobe has been a point distinctly in his favor. Ability to dress neatly at small expense is a recommendation for this salesman and for all others of his type. It indicates that he wants to present a neat appearance and will not permit his slender purse to interfere with his desire.

A Novel Scheme

A group of retail salesmen recently conceived the novel idea of "taking inventory" of each other. Equipped with notebooks and pencils the salesmen critically inspected each other with the announced intention of assisting each other in correcting any shortcomings that might lower their efficiency as salesmen. Few of the group realized what the ultimate results of this little "inventory" would be.

It was agreed that points should be allotted in this fashion:

Suit	25 points
Shirt	10 points
Collar	10 points
Necktie	10 points
Shave and haircut	30 points
Shoes	15 points

After notes had been compared it was found, much to the chagrin of the majority of the salesmen, that none scored 100 points. Of the group of twenty better-than-average salesmen, only one scored 90 points. This salesman's personal appearance and his attire proved generally acceptable, he being docked 10 points because he wore a loud necktie! The majority of the group registered around 75 points. Two fell as low as 60 per cent.

Highest Salesman Most Popular

One of the most significant features of this friendly "inventory" was that the salesman who scored the largest number of points was unanimously conceded to be the most capable and most popular salesman in the store. The two salesmen who received the lowest marks were admittedly the least efficient.

The fact that this little plan was evolved without notice being given the salesmen in advance tended to make it all the more reliable as a standard whereby to gauge the "stock in trade" of the men inventoried. The salesmen appeared that day just as they appeared every working day, and it might be added that this little "inventory" proved a happy thought. It resulted in converting these salesmen into neater men and, what naturally follows, more efficient employees.

Think They Get Small Salaries

A staff of slovenly appearing salesmen gives a store a black eye, in that customers are prone to gauge a store by the appearance of its sales force. If the salesmen present a poor appearance, customers naturally decide that their employer pays them small salaries because they are worth no more. People like to trade at a store that is prosperous, and the only means by which the average customer can judge a store's prosperity is by inspecting its salesmen.

Personal appearance either attracts or repels customers and few salesmen ever have a second opportunity to correct a false impression once formed. The salesman who has the interests of his employer at heart will inspect himself thoroughly and unsparingly with a view to correcting his shortcomings as regards his personal appearance. In order to promote his own interests, as well as those of his employer, every salesman sooner or later will find it advisable to take a personal inventory.

Lack of ability to make friends easily can be attributed frequently to poor personal appearance. This fault corrected, a salesman's chances of achieving his ambition are vastly increased.

H. N. White, credit manager of Wood Vallance & Adams Ltd., Calgary, has returned from a visit to his old home in eastern Canada.

Distinguish "Shop Goods" in Explosives

Recent Cases of Unlawful Possession of Certain Explosives Reported by Authorities—Say Manufacturers Should List "Shop Goods" Separately From Other Fireworks

By Ottawa Representative of Hardware and Metal

A CASE of no little interest to the trade has just been dealt with in Winnipeg, and the facts supplied to Hardware and Metal by the chief of the Explosives Branch of the Department of Mines at Ottawa. Wing Yuen and Company, a Chinese merchandising firm, appeared before the police magistrate in Winnipeg on a charge of being in unlawful possession of Chinese basket bombs, which explosives had not been authorized by the Explosives Act. Upon pleading guilty the firm was fined fifteen dollars and costs and the bombs were confiscated.

The explosion of such bombs is a violent one and the danger to the public, arising from the force of the explosion, is augumented by flying pieces of bamboo which encase the explosive. For such reasons their importation has been prohibited. Under the operation of the Explosives Act, endeavors have been made to stop the importation and use of several fire-works which, while formerly freely sold, constitute a real danger in the hands of inexperienced persons. In this connection, mention might be made of the firecrackers commonly known as salutes, the explosive of which contain chlorate of potash. These have been prohibited, but some have recently been submitted and authorized, which ones contain a suitable composition in a limited quantity.

Distinguish Shop Goods

The most notable of the firecrackers which have been prohibited are: "Spit devils," "Son of a gun," and "Devils of the Walk." These contain phosphorus in their composition as well as safety torpedoes with a chlorate composition.

Some rather pointed remarks on the subject were made by Lt. Col. Ogilvie, chief inspector of the Explosives Division. He said in part:

"While any authorized manufactured fireworks may be kept for sale or other purpose subject to regulations governing their storage, attention may here be drawn to the distinction that is made between those classed as 'Shop Goods' and those not so classed. Those referred to as shop goods include in general the fireworks which are made with a view to sale to retail dealers. Fireworks which are not classed as shop goods are generally of a more powerful character and include many, which, while suitable for display purposes and when used under the control of responsible parties and handled by men accustomed to such work, can hardly be regarded as desirable goods to put in the hands of children. Such fireworks are, however, obtainable by retail dealers and, provided of course they are authorized fireworks, they may, without contravention of the Explosives Act, be kept subject to observance of the conditions as to storage prescribed in the regulations.

Have Caused Restriction

"I think that to the presence in retail stores, of some of these fireworks of a more violent character, and to the consequences of their sale to irresponsible youths, may be attributed, in part at least, certain of the restrictions that have been placed on the sale or discharge of fireworks in some municipalities. Whether this is so or not, an appreciation of the distinction which we endeavor to draw in making this broad classification of fireworks, may be of some value to those authorities and others who may be interested in the keeping of fireworks for sale. For this reason, and in view also of the inability of the many retail dealers to discriminate between shop goods and other fireworks, it is suggested that it would be of assistance to all parties if manufacturers, in their catalogues were to list their shop goods (as so classed by us) separately from their other fireworks. Wholesale dealers could then readily make their lists conform, and not only would all retailers know how their goods should be stored to meet the requirements of the Explosives Act, but the officers of local or other authorities would be able to readily ascertain what class of fireworks was kept, and if properly kept."

G. McClure, buyer for the Manitoba Hardware and Lumber Co. of Virden, Man., was a caller at the J. H. Ashdown Hardware Co. He reports crops better than for years, which stimulates business to quite an extent.

What do You Think of This Window?

A REPRESENTATIVE of Hardware and Metal on a recent trip to the Maritime Provinces spent an evening in a small New Brunswick town. He noticed a store window in which there was a very miscellaneous assortment of articles and proceeded to make a list which is reproduced herewith. One of the chief features of the window arrangement was the hit-and-miss way in which the articles were grouped, which indicates the hopeless chaos which can be achieved by sloppy window dressing. Fortunately such windows among hardwaremen are very much the exception, in fact almost impossible to find. Here is what was in this window and how they were grouped together:

- Curry comb next to bread knife.
- Violin string saddle next to dairy thermometer.
- Paint brush next to towel rack.
- Paring knife next to harness snap.
- Spring screen door fastener next to fish line.
- Umbrellas next to patent window lock.
- Door knob next to dressmakers' tracing wheel.
- Dry cell batteries next to vinegar barrel tap.
- Safety razor next to barn door bolt.
- Whitewash brush next to carpenter's gauge.
- Pair of hammock hooks next to whetstone.
- Fishing rod next to syrup barrel tap.
- Violin strings next to rings for pig's nose.
- Mouth organ next to patent soldering outfit.
- Carpenter's draw knife next to egg beater.
- Silver table spoons next to auto engine gas priming cups.
- Saw setter and wood hatchet next to spark plug and battery tester.
- Automobile oil can next to can of Sani-Flush.
- Bunch of carpet beaters next to couple of men's and women's raincoats.
- Set of steel plates for men's shoe heels next to can of floor paint.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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Visit the Exhibition

THE Canadian National Exhibition now being held in Toronto and continuing until September 9 represents an assembly of merchandise and ideas which would do every retail hardwareman in Canada good to examine. Those located a distance from Toronto are unfortunate in being unable to conveniently attend this big fair each year, but those within comparatively easy reach should take advantage of the opportunity before this year's Exhibition comes to an end. This annual event is fast growing in importance and the day is not far distant when it is expected it will be the annual World's Fair with exhibits representative of all parts of the world.

At the Exhibition the retailer will find exhibits of merchandise similar to that he is handling in his store and he will find new ideas for display and the selling of it. He will investigate the processes of manufacture of many of these lines, thus securing an intelligent knowledge of them to assist in selling. He will find himself in contact with social and business intercourse of a kind unknown in his home town and this is conducive to the broadening of ideas.

Every retailer will benefit by the recreation provided by a few days' visit to the Exhibition and the combination of business with pleasure on such a broad scale is offered by no other such event in the year. There is a week left yet this year.

Unsettled Condition in Steel

WHILE the situation in regard to the coal and railway strikes seems to ebb and flow from day to day, it is quite evident that the wage advances being made and higher prices on coal will bring nothing but advances in iron and steel. On the assurance of increased coal production President Harding has put coal on a priority basis, giving it precedence in transportation over food products. This should help relieve the shortage existing in many industries, though it is held by some that satisfactory conditions will not be restored before the end of the year. Speculation is now on as to how much of a check the higher prices on steel will provide. The extent of the increase may be speculated on the basis that the steel industry instead of drawing upon its surplus to pay the difference between old low-priced contracts still to be filled and the high costs under which the orders must be filled, will advance prices to the possible limit to make profits out of steel the consuming industries are still willing to buy. It is likely to be a period of moderate profits and uncertain operating costs.

Standardization of Hardware

STANDARDIZATION of products is a subject which has received much attention recently at the hands of hardware and other manufacturers and retailers have lent their support to progress along this line. Customers are "shopping" for best value and manufacturers have not overlooked the advantages of simplification in production as experienced during the war. In this connection some of the work of the Commercial Economy Board of the United States in dealing with hardware products is of interest.

It deals with the fact that paint manufacturers were induced to reduce the number of shades in each line of paint, varnishes and stains, and also to eliminate certain sizes of cans. The half-gallon and pint cans were dropped, but were reinstated after the war-time emergency was passed. One large paint company discontinued 44 colors in paints and enamels, and 14 colors of varnishes. The company in question found that it was possible to do as much business as before without making these extra lines. They were able to reduce their stocks in 48 warehouses, and also to reduce the stocks on their dealers' shelves. The large assortment of paints that was left gave consumers a splendid variety of colors from which to make their selections.

Since the price trend in paints and varnishes has been downward recently, it might be fair to assume that a policy of reduction and rigid standardization of colors has helped toward cheaper prices to the consumers.

A large manufacturer of builders' hardware took steps some time ago to have these lines standardized. Details were worked out by the leading manufacturers and architects. As a result of the investigations it was found possible to eliminate many items of hardware that were special to a certain extent. The object was to bring down the manufacturing cost and to enable the carrying of standard hardware in stock so that shipments could be made promptly.

A manufacturer of refrigerators discovered that the various parts, fittings and trim of refrigerators could be made interchangeable, making a very substantial saving.

A manufacturer of sharp-edged cutting tools decided to standardize his lines, cutting the number of axe patterns from 27 to 12. This was followed by satisfactory results. Dealers were ready to accept this standardization when the matter was explained to them. The retail dealers objected strongly to cutting a line of pocket-knives from three rolls to one, and the company had to go back to the three-roll assortment again.

A flashlight company has successfully standardized the flashlight battery business by making two sizes of unit cells which practically take care of the entire line of flashlights, for its own make and for any others. Dealers need to carry only two sizes of batteries and the length of desired size is provided for by placing two or more units together.

The result of standardization is that the dealer need not carry as many lines as formerly, obviating carrying charges on a great deal of dead stock. It is thus possible to offer goods to the consumer at a smaller margin of profit, benefiting all branches of business from manufacturer to consumer.

Editorials in Brief

THERE WAS a splendid increase in steel production in Canada in July despite fuel shortage and it is evident that splendid records would have been set in subsequent months if the strike situation had not taken such a turn for the worse as it has since July. The output in June was 32,805 tons, while in the month of July 62,767 tons were produced, constituting an increase of 91 per cent. The advance occurred chiefly in the open hearth basic ingots produced for further use.

Mix 'Em Right and You Get Profits

Why a Retail Business Is a Chemical Laboratory That Compounds Profits

or

How the Mixture of Retail Methods May Make Profits, Losses or Trouble

THE cartoon pictures for you a wise retailer—a man who understands that the retail business is a chemical laboratory where the merchant is a chemist who must carefully and accurately weigh and measure out the chemicals called Accounting, Advertising, Service, Display and the like to produce the mixture called Profits.

Much depends on the amounts and methods of mixing. For example, a good mixture makes Profits, while a poor one would result in Disaster. The store that used much Advertising and no Fairmarkup would of course be mixing its chemicals to make Disaster. The establishment that would mix Dishonesty with Noservice would be producing Trouble. Whereas the establishment that uses any or all of the following ingredients and mixes them in **proper proportions** cannot fail to make Profits. Study the list carefully:

Accounting system	Fairmarkup	Concentrated buying
Store meetings	Knowledge of goods	Prompt service
Display	Reading trade papers	Courteous service
Advertising	Knowledge of overhead	Joining trade bodies
Store arrangement	Turnover	Inventory system

To begin with, every establishment should have an accounting system. It is not always necessary to install an elaborate plan. That depends on the size and character of the business, but every retailer must know his daily progress, his receipts, his profits, his turnover, and so forth, and cannot be successful if he does not have a system that gives that information.

And there must be a proper proportion of advertising, a goodly and attractive amount of display, a maximum of efficiency and convenience in store arrangement. These are all among the chemicals that a first-class retailer-chemist will employ.

Fairmarkup is an important—even vital—ingredient. No business can turn out Profits without it. And don't forget that Fairmarkup has a lot of basic properties that must be included, such as rent, light, wages, advertising and other costs, as well as a fair return on the invested money and effort.

The reading of trade papers, membership in trade associations, attendance at conventions, good service and prompt service are all chemicals that will help to produce a bigger, more powerful portion of Profits. In your trade papers, among your associates, and at your conventions you will find ideas that will show you much about your advertising, display, turnover and general store arrangement. And the giving of service—prompt and courteous—is of course such a well-known part of Profits that no space needs to be spent on it here.

Note well the one ingredient—Concentrated buying—that is an important chemical and it must be **concentrated.** By concentrating your buying you make it more powerful, more influential. You give it strength. You make yourself an important person among your few wholesalers instead of being a minor individual among many concerns.

Study the entire list of ingredients thoroughly. Learn all you can about each. Get down to basic properties and basic principles. Study each, analyze your store and community and decide how much of each should be prescribed for **your** mixture of Profits.

Events in the Trade

BUSINESS CHANGES

Campbell's Bay, Que.—A. J. Rongier, hardware, is selling out.

Glencoe, Ont.—F. L. Charlesworth, has sold his hardware business to W. Cummings & Son.

St. Thomas, Ont.—The Ross Street hardware store of A. E. Campbell, which has been purchased by Frank N. Barrett, is closed for stock-taking. Announcement of the re-opening will be made shortly.

NEW FIRM

Quality Hardware and Electric Store, G. W. Collins, proprietor, has commenced business at 224 Greenwood Ave., Toronto.

TO OPEN NEW STORE

N. C. Baiden is preparing to open a new retail hardware store at 2266 Bloor street W., Toronto, on or around September 15. Mr. Baiden for some time past has been manager at the city office of Lyons & Marks, wholesale hardware specialties, Toronto.

FIRE LOSS

Hamilton, Ont.—Fitzgerald and Kent's builders' hardware warehouse at 232 King Street east, was damaged to the extent of $5,000 by fire.

INCORPORATION

The Canada Fence Co. Ltd., capital $1,000,000, head office Toronto, to manufacture and deal in iron, steel, copper, to operate foundries mills, wire mills, wire rod mills, wire fence mills, for the production of fencing and fence products.

DEATH OF J. FENNELL

The death of John Fennell, founder of the hardware firm of J. Fennell & Son, Kitchener, Ont., removes one who has for many years been prominent in hardware circles. This was one of the early hardware businesses founded in Western Ontario and has not only enjoyed a prosperous retail trade but has in recent years entered upon the wholesale end of the business. Mr. Fennell, Sr. was 85 years of age at the time of his death. He has been retired from the business for a number of years, it being under the direction of his son. The funeral was held from St. John's Anglican Church, Kitchener, on Friday.

PERSONAL

Charles Tew is succeeding N. C. Baiden as manager of the Toronto office, Lyons & Marks, wholesale hardware specialties.

PERSONALS

Grant Chater of Grant Chater Ltd., Toronto, visited the Montreal trade this week.

W. S. McLennan, general sales-manager, Brandram-Henderson Limited, accompanied by Mrs. McLennan, has left for an extended trip through the Western provinces to Vancouver. They will accompany the trans-Canada tour of the Montreal Board of Trade to their destination, but will not return to Montreal until October 5th.

G. Vincent White, of the Publicity Department, Sumner Co. Ltd., Moncton, N. B., was a visitor to the office of Hardware and Metal, Toronto, this week. Mr. White was much impressed with the details of the publishing business as employed in the publication of this paper, to the readers of which he is somewhat acquainted through the various articles he has contributed from time to time. Mr. White's complimentary remarks concerning the Annual Fall Number of August 19 were much appreciated.

OCCUPY NEW PREMISES

Owen Sound, Ont.—From September 1, T. I. Thompson, Ltd., who recently took over the R. P. Butchart & Bro. hardware business in this city as announced in a previous issue of Hardware and Metal, have occupied the store formerly used by the Butchart firm.

A "HARDWARE" FAMILY

Lorenzo Rousseau is opening a hardware store in Drummondville, Que. For a number of years past Mr. Rousseau has been connected with his father's firm, Rousseau & Fils, hardware merchants of Nicolet, Que.

Mr. Rousseau, Sr., is the proud father of a real "hardware" family. There are nine boys in the family and three of his sons have already branched out in business for themselves, while two younger boys are at present employed in the parent firm. J. L. Rousseau, Three Rivers, and L. Rousseau of Louis, Que., are the two older brothers owning a retail business of their own.

WILL ACT ON STEEL MERGER

When the holders of the present voting power of the Bethlehem Steel Corporation come together September 8, they will act not only on the merger with the Lackawanna Steel Company, but also on important changes in Bethlehem's entire scheme of capitalization.

Bethlehem becomes a democrat corporation. It is said that Chairman Charles M. Schwab, President Eugene M. Grace and associates are prepared to hand over the control of the company to the entire body of stockholders, including the owners of two large issues of "Non-voting" stock.

DANFORTH BUSINESS MEN VISIT OSHAWA

Oshawa.—Danforth Business Men's Association and friends, numbering more than 200, and including a number of hardware merchants held their first annual picnic at Lakeview Park. Mayor Stacey and other civic officials met the visitors at the entrance to the town with gaily decorated cars bearing the inscription, "Oshawa welcomes Danforth Business Men."

The cars proceeded to Lakeview Park, where they were extended a civic welcome. Addresses were given by Mayor Stacey of Oshawa, Alderman W. A. Summerville, Toronto, and Sergt.-Major Macnamara, M. P. P. for Riverdale.

During the afternoon a program of sports was run off, after which supper was served. A number of Oshawa business men joining with the visitors.

A baseball match was played between the men north of the Danforth and those south of it, the latter winning by a close score.

The outing was brought to a close with a dance in the pavilion, in which Oshawa and Toronto folk took part.

HARDWAREMAN OWNS HIS OWN CHURCH ATTENDED BY HIS FAMILY ONLY

Montreal.—A $15,000 church, with complete paraphernalia for the celebration of a service is a little "souvenir" of which E. Martel, 631 Frontenac st., who owns a hardware business on Roven st., is the proud and sole owner.

Whenever Mr. Martel feels so inclined he rings the bell of his church, summoning his neighbors to worship, but not in the year of his ownership have any except the proprietor and his family filled the pews.

The priestly robes of a clergyman of the Greek Church have been donned by Mr. Martel.

Some trouble arose between this and a rival church and the property was auctioned off when Mr. Martel became the owner. Since that time he has enjoyed the unique distinction of being sole owner of a church fully equipped for worship.

"Do I wish to rent it? No, I wish to keep it for myself," said Mr. Martel. "That is my souvenir."

Upholds Mutual Plan of Fire Insurance

Charges Made by Stock Insurance Companies Against Principle of Mutual Insurance Are Dealt With by Manager of Canadian Company Which Carries Certain Hardware Retailers' Insurance

Editor's Note—In view of the fact that the Ontario Retail Hardware Association has linked up with a mutual insurance company for the securing of protection for its members and in view of the fact that certain stock companies have been making charges unfavorable to mutual insurance, Hardware and Metal has secured from C. L. Clark, of the Canadian Hardware and Implement Underwriters, the following statement:

STOCK fire insurance companies to-day are claiming there is no money in the business of fire insurance. Extensive tables are prepared which to the laymen appear conclusive evidence that every dollar of his premium is eaten up in either expenses or losses and that there is nothing left for the stockholders. They cite these instances in support of their claim that Mutuals cannot hope to return any dividends to policy holders. But the key in the whole tabulation lies in the fact that the ratios are computed on premiums earned and not on premiums written. If a $1,000 premium is written on January 1st it is clearly to be seen that on July 1st $500 has been earned, but is it proper to state that the company's expenses and losses in the acquisition of this $1,000 premium amount to $500 that there is nothing left? Yet that is exactly what certain insurance journals published by stock fire interests would have you believe. In a recent issue of the publication "Insurance" a tabulation appeared setting forth the expenses and losses of the Canadian Hardware and Implement Underwriters and the Northwestern Mutual Fire Association on the basis of premiums earned. Naturally when the acquisition cost and losses incurred are put on a percentage basis to only one half the actual premiums written the percentages so obtained will be double the actual experience. To obtain the true experience the losses and expenses should be figured proportionate to premiums written and not premiums earned.

Congested Liability

Another point often brought out is that of congested liability. Again the whole truth is not advanced. No mutual company in operation to-day on the Cash Plan (such as the Canadian Hardware and Implement Underwriters and the Northwestern Mutual Fire Association) keep net over certain amounts. The amount kept net depends on the fire protection, the construction of the risk, the exposures and the like. All over this net amount is reinsured with other strong mutual companies. By this operation the mutual's liability on any one risk is kept to a minimum and the liability is hence scattered. A conflagration under present systems of re insurance **could not** seriously injure any one of the companies named above.

The funds held by the above mutuals, whether in the United States or in Canada, are available for the payment of losses wherever they occur. This has been decided by the Supreme Court of the State of Minnesota in the case of Strampe vs Minnesota Farmers Mutual Insurance Company, 109 Minn., Rep., page 364, decided December 1909.

Assessment Liability

The question is often raised by stock interests of the possible assessment liability of members of mutual companies. There can be no assessment beyond the policy conditions, for this point has been decided by the Supreme Court of the State of Oregon, Beaver State Insurance Association vs Smith, 97 Oregon, 579 (1929). In connection with the question of assessment liability it must be kept in mind that the above companies are Cash Plan Mutuals. In the latter case the receiver attempted to collect an assessment from defendant on a fire policy on which the premium had been paid in cash in advance. The Supreme Court of Oregon hold that (p. 585) "the liability to pay an assessment is a matter of contract.—Only members who have assumed a contract obligation to pay assessments are liable therefore. A member in order to become liable for assessments must contract to pay the same or assent to some plan or provision for levying assessments required by the by-laws or constitution of the mutual association or by the statute authorizing the organizing of the company. 3 Joyce on Ins. 2nd Ed., par. 1251,1253. Members insured exclusively on the cash premium plan and who have paid their premium in cash as defendant has done are not liable to an assessment for the purpose of paying losses and expenses."

Stock company representatives also claim there are no old mutual companies. It may be of interest to the reader to know that the oldest fire insurance company in America is a mutual—The Philadelphia Contributionship, organized in 1752. It is still operating and has accumulated a net cash surplus of over $6,000,000. And yet there is no money in the insurance business!

Naturally the two above organizations, being of exceptionally good strength, are the target of all the stock fire insurance companies. It occurs to the management of the Mutuals that they can equal the record of the Canadian Fire Insurance Company of Winnipeg which in the five year period 1916-1920 received premiums of $1,709,362, paid claims of $584,915, paid expenses of $675,888 and paid Dividends to stockholders of $855,000. These figures are taken from the Canadian Fire Insurance Year Book of 1921 pub-

(Continued on page 56)

News of Western Canada

F. Caron, hardware, Montmartre, Sask., has discontinued business.

C. H. S. Bamford is taking a well earned rest at Kenora enjoying himself boating and fishing.

T. E. Yuill, manager of the Calgary branch of the J. H. Ashdown Hardware Co. Ltd., is enjoying a motor trip through the mountain roads of eastern British Columbia.

J. W. Mingle hardware, Bromhead, Sask., suffered fire loss.

John Cleverly, hardware, Strassbourg, Sask., has sold out to R. S. Hunter.

A deal is announced this week involving the sale by Wood Vallance & Adams, Ltd., of Calgary of their automotive equipment department to The Motor Car Supply Co., of Canada Ltd., with warehouses at Calgary and Edmonton. Wood Vallance & Adams, Ltd., were pioneers in the motor accessory field in Alberta, carried a large stock, and due to their splendid organization commanded a large share of this business. The Motor Car Supply Co. of Canada Ltd., are an amalgamation of The Chapin Co., Ltd., and the Motor Car Supply Co., Ltd., and this addition to their stock and business will put them among the largest dealers in automotive esuipment in Canada.

DEATH CALLS WINNIPEG HARDWARE MAN

The death occurred of John Pethick, aged 56 years, at Preeceville, Sask., while visiting his son, William H. Pethick. He left London, Ont., in 1891 to assume the management of the retail department of the James Robertson Hardware Co. Ltd., which position he occupied until they discontinued their retail business, when he became connected with the J. H. Ashdown Hardware Co. Ltd., Winnipeg, for a number of years. He left for Vancouver in 1902 to assume the management of the McLellan, McFeely Hardware Co. Ltd. Some years later he returned to Winnipeg and resumed his connection with the J. H. Ashdown Co. Ltd., with whom he had been until a few months prior to his death.

He is survived by his wife and two sons, William H., of Preeceville, Sask., and Lou H., of Winnipeg. Mr. Pethick resided in Winnipeg and the west for more than 30 years.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

Grand Prairie, Alta.

Editor, Hardware & Metal.

Dear Sir:—Re Bank Commission.

There was a sitting of Bank Commission here to-day.

Perhaps this will be of some benefit, but am doubtful.

There is one point that was brought out to-day. That is the bond and money lenders have practically all of their loans that are past due covered by chattel mortgages. Therefore the Retailer is at the mercy of the banks, as to getting in collections, and we are forced to put our business upon a cash basis. This may be the best thing for the Retailer, but is a sure thing unless he does, under present conditions, nothing but the Credit Men's Trust Asociation is where he will land.

While writing the above might inform your paper that farmers will be cutting ruby wheat by the 10th and general wheat harvesting by the 15th and 20th. The yield will average from 10 bushels to 20 bushels oats and coarse grains very pass.

We have had practically no rain this season, a little over one half inch. You will agree with the writer that we have some soil that will raise a 15 to 20 bushel wheat crop in 1-2 plus 1-10 of inch of rainfall. Yours truly,

Porteous Hardware Co., Ltd.,
L. E. Porteous.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

HENDRYX BIRD CAGES

Geo. A. McMurtry Company, St. Thomas, Ontario.—We would appreciate the address of makers of Hendryx bird cages.

Answer.—Andrew B. Hendryx Co., New Haven, Conn.

NATIONAL SCALES

Collingwood Hardware Company, Collingwood, Ont.—Will you please inform us where we can secure repairs for the National platform scales?

Answer.—The National Scale Company, of Chicopee Falls, Mass., U.S.A.

LUNN SKATES

The George Taylor Hardware Company Limited, Timmins, Ont.—Kindly advise us the name and address of manufacturers of the Lunn Skates.

Answer.—The G. J. Lunn & Company, of Montreal, Quebec.

SPINNING WHEELS

H. W. Reimer, Steinback, Man.—Can you advise us where we can procure Spinning Wheels in Canada?

Answer.—The Chinic Hardware Company, Quebec City.

ANILINE DYES

The Auto Specialties Manufacturing Co., Inc., Buffalo, N.Y., U.S.A.—Can you put us in touch with a firm in Canada who handles Aniline Dyes? These are for use in manufacturing auto top linings.

Answer.—The Boston Blacking Company, of Montreal, Quebec. The head office of this concern is in East Cambridge, Mass., U.S.A.

WOODEN BOOK RACKS

S. R. Peart, General Hardware, Rockwood. Ont.—Kindly give us the names and addresses of firms making wooden book racks for church pews.

Answer.—The Globe Furniture Company, Limited, Waterloo, Ont.; The Otterville Manufacturing Company, Limited, Otterville, Ont., and the Valley Seating Company, Ltd., Dundas, Ont.

COAL WINDOW & FRAME

The Collingwood Hardware Company, Collingwood, Ont.—Would you kindly tell us who manufactures the Coal Window and Frame for receiving coal into a bin or basement?

Answer.—The Katie Foundry Company, Galt, Ontario, and the Galt Stove and Furnace Company, Limited, also of Galt, Ont.

TILE PIPE

W. D. Edge, Limited, Toronto, Ont.—Could you kindly give us the name of the firm in St. Johns, Quebec, who manufacture tile pipe?

Answer.—No doubt you have in mind the Dominion Corrugated Steel Pipe Company, St. Johns, Quebec.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

STERLING WHEELBARROWS

Catalog No. 11, issued by the Meaford Steel Products, Ltd., of Meaford, Ont., is being distributed to the trade. Wheelbarrows, road scrapers, garden barrows, steel drag scrapers, barrel, bag and railway trucks, are fully described therein, with a number of practical illustrations and useful pointers regarding the manufacture of these products. Among other things referred to by the manufacturers in this booklet are such parts as standardization in construction of the various styles and sizes, self-lubricating wheels, the riveted legs, the make of the riveted trays, wooden handles, and the style of finish and original design of the Sterling and Meaford lines.

FIREPOTS AND TORCHES

Clayton & Lambert Mfg. Co., of Detroit, Mich., have recently presented to the trade a small catalog covering fire pots, torches and braziers. This little booklet is styled Catalog "T," and it contains a full description of these various products, together with a number of illustrations and other useful information. A repair parts booklet has also been issued in conjunction, this showing the various parts with numbers, description and list prices. In Catalog "T," a description of manufacturing facilities is also given.

ENTERPRISE CATALOG NO. 20

Complete in detail and attractive in design is Catalog No. 20, recently issued by the Enterprise Foundry Co., of Sackville, N.B., containing illustrations and descriptions of the Enterprise line of stoves, ranges and furnaces. In the foreword, factors pointed out by the manufacturers include the methods of operations, the style of finish, design and durability of these products. Color plates and precise electros offer a clear-cut impression of the general appearance and build of the various lines listed, while full information regarding size of parts, weight and capacity, supplies all necessary data. The different types catalogued include steel ranges of many classes, several groups of cast ranges, cooks, heaters and laundry heaters, as well as hot air furnaces. A special section has also been added describing the Enterprise pipeless furnace in a most comprehensive and easy style. There are also a number of useful hints relating to the installation and operation of these products, many suggestions in connection with furnaces, lists of repair parts and instruction re ordering same, and illustrations of a number of advertising cuts available to the retail merchant.

HOOVER DESCRIPTIVE FOLDER

The Hoover Suction Sweeper Company of Canada, Ltd., Hamilton, has prepared a six-page folder descriptive of model 961, a new improved heavy-duty Hoover electric suction sweeper designed for use in clubs, hotels, offices and larger homes. This folder contains a thorough description of the merits of the Hoover model. It is also of a convenient size to be mailed as an enclosure with either a letter or a statement.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of August 16, 1902:

Another stove manufacturing company is being formed, to be known as the Western Stove Co., Ltd., with capital of $50,000. The chief promoters are F. J. Taylor, for some years buyer for the Gurney Foundry Co., and J. J. Cunningham, formerly mechanical superintendent of that company. The National Iron Works plant at Wingham has been purchased.

The picnic of the McClary Mfg. Co., London, Ont., to Port Stanley, Ont., was a record-breaker, the railways estimating that nearly 5,000 were present. Col. Gartshore filled the position of umpire of the baseball match and the tug-of-war was refereed by J. K. H. Pope.

Decatur, Bull & Co., Montreal, have taken the Canadian agency for the sale of the precision tools manufactured by the Massachusetts Tool Co., of Greenfield, Mass., this company being the precision tool branch of the Goodell-Pratt Co.

A carload of "Jewel" paints, manufactured by the Wadsworth Howland Co., Chicago, has just been received by their Eastern Canadian agents, the Canada Hardware Co.

A meeting of the retail clerks of Peterboro was held, about 40 clerks being in attendance. R. J. Begley was elected president, and R. K. Brown secretary.

The Canada Paint Co. are now doing considerable business by telephone, the long distance telephone system having been introduced throughout the building.

W. H. Evans, of the Canada Paint Co., has left for the Adirondacks on a hunting and fishing excursion accompanied by Mrs. Evans.

W. G. Harris, of the Canada Metal Co., Toronto, is spending a few weeks in Atlantic City, N.J.

Markets at a Glance

THOUGH some progress has been made in settling the coal strikes this week, fuel shortage and the threatened difficulty of moving coal even when it is available has given further strength to the already firm market for iron and steel and advances are being recorded on iron and steel products throughout.

As to whether further revision will be made in stoves, ranges and furnaces is somewhat indefinite. Bookings are comparatively light as yet, due in part to the fact that some stock was left over from last year. Other price revisions this week include reductions on lantern globes, lamp chimneys, Lufkin rules, linseed oil, putty, asphalt roofing and shingles. Advances are noted on wrought couplings and nipples, being a reflection of higher iron and steel prices in primary markets. The booking date for white lead at unchanged prices has been extended until November 30. Ammunition and other hunting equipment is moving well, some jobbers, particularly in Eastern Canada, reporting much heavier requirements than for some years.

The settlement of the coal strikes in Western Canada has improved the tone of trade as miners will purchase considerable hardware at this season. Orders for crop needs of hardware have been continuous though in small quantities. Collections in the West are about stationary with the period of liquidation of debts following the sale of the crop urgently looked forward to. Price revisions as result of the coal and railway strikes are now effective on hardware commodities in the West.

Building activity is continuing throughout most parts of the country and dealers are featuring substitute lines in case of fuel shortage, such as oil stoves, wood cutting equipment, etc. Special steps are being taken to stimulate business, such for instance as a dealer's offer to instal furnaces and stoves now and accept payment later in the fall.

Montreal. Que.

MONTREAL, August 31st.—A general revision of Lufkin boxwood and spring joint rules has been made. Many lines are slightly reduced in price, while others show little or no change from former quotations. New lower prices are given on lamp chimneys and both long and short lantern globes are reduced approximately ten cents per dozen. Lower prices are now generally announced by manufacturers of asphalt roofing and shingles, certain producers having made no change in quotations when others made the announcement two weeks ago. Advanced quotations are recorded on wrought nipples and couplings. A firm attitude is still evident in the steel industry, with a strong tendency on bar products, galvanized sheets, and other lines appertaining to the industry. Higher prices are recorded on many of these commodities on American markets. Metals on primary markets now display an irregular market tone although quotations show little change. Trade in jobbing circles is commencing to reflect the usual Fall season, an improvement being noted, especially in lines for earlier dealer trade.

BRISK DEMAND RECORDED FOR METAL LATH

Montreal.

Building operations are still demanding supplies of metal lath and distributors report a brisk movement. No change in prices has been made and following are present quotations:

METAL LATH—

Painted—	per sq yd.
26 gauge	23c.
24 gauge	28c.
32 gauge	32c.

Galvanized, 10c. per sq. yd. extra.

GUNS AND AMMUNITION NOW SELLING WELL

Montreal.

With the Fall sporting season fast approaching jobbing houses report an active sale of guns, rifles and ammunition. Although earlier bookings were comparatively light, the present movement is said to be sufficiently heavy to overcome this and if sales continue in their present volume a good Fall trade is assured. Dealers in many cases are even now buying in smaller quantities than in previous years and repeat orders are expected in good quantities as soon as the season is really under way.

REVISED QUOTATIONS ON LUFKIN RULES

Montreal.

A revision in quotations is announced on the Lufkin line of boxwood and spring joint rules. Certain lines are reduced approximately 5 to 10 per cent., while others show little if any change. Following are quotations on some of the well known lines:

BOXWOOD—

	per doz.
No. 171	$ 5 10
No. 372	7 35
No. 386	7 80
No. 388	11 25
No. 475	2 15
No. 478	5 95
No. 651	2 15
No. 651B	1 95
No. 751	2 70
No. 752	4 25
No. 752B	6 35
No. 760	4 05
No. 761	3 85
No. 762	5 40
No. 771	6 10
No. 780	7 80
No. 781	7 80
No. 851	3 55
No. 861A	7 45
No. 861	4 85
No. 881	9 40
No. 882	10 90
No. 3851	5 25
No. 3881	15 50

ZIG-ZAG—

No. 8512	1 35
No. 8513	2 00
No. 8514	2 75
No. 8515	3 40
No. 8516	4 10

LOWER PRICES ON C. B. LANTERN GLOBES

Montreal.

A reduction of fifteen cents per dozen in one doz. cases, and ten cents per doz. in 3 and 6 doz. cases is announced on lantern globes, both long and short patterns. Following are present quotations:

	Per doz.
1 doz. cases	1 20
3 doz. cases	1 10
6 doz. cases	1 05

REDUCTION IN QUOTATIONS ON LAMP CHIMNEYS

Montreal.

Reduced prices are also given on lamp chimneys, and "A" chimneys are now quoted at $8.40 per case of 8 dozen, "B" chimneys at $7.00 per case of 6 dozen.

FAIRLY GOOD TRADE CONTINUES IN RANGE BOILERS

Montreal.

Range boilers are reported to be in fairly good demand, activities in building circles continuing to demand supplies. Manufacturers, however, state that distributors are still making purchases in a conservative way, orders being small but quite numerous, and stocks in the hands of the latter are comparatively low notwithstanding the better demand. The undertone of these products is described as fairly firm owing to the strong tone in galvanized sheets and other raw materials of minor importance. The market is also a little steadier at present at following quotations:

RANGE BOILERS—

Size	List Price
6 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent. Extra heavy, 40 per cent.

REVISION IN ROOFING PRICES NOW GENERALLY ANNOUNCED

Montreal.

As announced two weeks ago certain manufacturers of asphalt roofing and shingles reduced quotations on their various brands while others at that time announced no price change. The latter however now state that a corresponding revision has been made, and roofing prices generally are from fifteen to twenty cents per square less. In discussing the situation this week these manufacturers again point out that lower quotations are given in face of a firm undertone in the market. There is a strong tendency in felt, asphalt is on a very steady basis, and production costs are now increased by the fuel situation. Keen competition therefore would appear to have a strong bearing on the market at the present time, and if cost of production is to be considered a firm market seems likely for the fall trade.

ADVANCED PRICES ON WROUGHT COUPLINGS AND NIPPLES

Montreal.

Accompanying the new higher list on steel piping is the announcement that both wrought couplings and nipples have increased quotations. Discounts on all sizes of both lines are lowered five per cent., thus showing an advance of varying extent. Other fittings are unchanged in price, and following are prevailing discounts:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	**32%**
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	80%
Niples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70-5 per cent.

SEASONAL TRADE CONTINUES IN TROUGH AND PIPE

Montreal.

Current trade in eavestrough, conductor pipe and sundry lines continues in seasonal proportions. The harvesting season in rural districts is now at hand and sales usually show a decided slackening at this period, although the movement this year has been quite satisfactory to date. With the opening of September the volume of business is expected to increase and the outlook is said to be good for Fall trade. Quotations are unchanged as follows:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in., $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70|10 per cent.

Conductor Pipe, Round, Plain and Corrugated, per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in. $29.60; 5 in., $40.00; 6 in. $49.00.

Discount 70|10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.
2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in, $29.00.

Discount 60 per cent.

FURTHER STRENGTH ADDED TO DOMESTIC STEEL MARKET

Montreal.

Although the announcement of higher prices on iron and steel bar products has been withheld up to the present, the undertone of the market remains very firm, with a certain amount of strength being added by recent developments in Southern producing centres. In discussing the anticipated revision in prices, which has been expected on the local market for the past two or three weeks, a local producer stated that notwithstanding the upward tendency no action has been taken, domestic manufacturers still awaiting further developments with regard to the coal, coke and pig iron situations. It is noted that a general increase in quotations has been made in the United States on pig iron and billets, with numerous independent mills quoting higher on certain finished products, these revisions following the increase in wages put into effect by both the Corporation and other companies. Considering these changes the position on domestic markets is such that higher prices may be expected at any time, according to this informant. There is still the general feeling that the future market will be upward. Prices continue fairly steady at following levels:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SOLDER MARKETS REFLECT TREND OF PRIMARY METALS

Montreal.

The undertone of solders has been recently affected by the trend of tin on primary metal markets, which has shown a degree of strength. This tendency is regarded as temporary by manufacturers of finished products, and for this reason no change in prices has been decided upon. Continued improvement, however, will in all probability have a direct bearing on solder quotations, especially if other metals used in manufacture remain on a steady basis. Lead has eased a little but this is also expected to record a gain in the near future. Other lead and zinc products are steady with prices unchanged as follows:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

GALVANIZED SHEETS STILL ATTRACT ATTENTION

Montreal.

Galvanized sheets continue to attract attention on the local sheet markets, these recording more activity than other lines with marked strength still evident in the market. Demand is a little quieter than in earlier weeks of summer but the present movement is described as quite seasonal and a gradual improvement should soon be felt with the

approach of Fall months. Black sheets continue only in moderate demand owing to inactivity in industrial circles, while the sale of tin plate and Canada plate reflects the usual summer slackness, it still being considered a little early for active Fall trade.

Reports from southern mills announce that prices on both galvanized and black sheets were further advanced last week, the market in these centres remaining decidedly firm owing to curtailment in production in face of an impoved market position. This is again pointed out by local distributors as an indication that insofar as this source is concerned shipments will be scarce for future Fall trade. Local stocks, however, are in fair shape owing to continued arrivals of overseas sheets, and following are average quotations:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 50
26 gauge	7 00	7 25
24 gauge	6 40	6 65
22 gauge	6 05	6 30
18—20 gauge	5 35	5 60
Other Brands—		
10¾ oz.	7 00	7 25
28 U. S. gauge	6 60	6 85
26 U. S. gauge	6 30	6 55
24 gauge	6 15	6 40
22 gauge	6 15	6 40
18—20 gauge	6 00	6 25
16 gauge	5 85	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

IRREGULARITY NOW SHOWING IN INGOT METAL MARKETS

Ingot metals have been somewhat irregular during the past week, having been depressed owing to the European situation, although some recovery has more recently been made. Owing to the uncertain outlook both in Europe and the United States at the present time the future trend of the metal markets is considered problematic.

TIN.—Tin has shown some recovery from last week's low price but it is not considered probable that prices will go much higher in view of diminished consumption on this side. Reported supplies are ample to meet present demand, with the local market steady at 36 cents.

COPPER.—This market is quiet with no special feature of interest. Demand is fairly good but delays in deliveries are affecting consumption apart from the shortage of coal. Export demand is reported as moderate, with Germany now naturally experiencing some difficulty in financing her purchases. Quotations are unchanged at 17¾ cts, for electric, and 17½ cts. for casting.

LEAD.—Irregularity is also noted in the lead market, although prices are practically unchanged. Supplies are reported as a little more plentiful while demand is slightly less. Local quotation at 7 cents.

SPELTER.—East St. Louis holds steady at about $6.25, but production is on the increase. It is considered possible that higher labor costs may affect prices for later deliveries. Local demand is fairly good with market quoted at 8½ cents.

ANTIMONY.—Quotations on antimony are practically unchanged with the market reported in a dull position. Chinese is priced at 6½ cents, high-grade English at 7½ cents.

ALUMINUM.—Aluminum remains featureless with little or no variation on primary or domestic markets. Local quotations 24 cents.

Toronto, Ont.

TORONTO, August 31.—Considerable variation is evident in hardware prices this week involving higher prices on wrought nipples and couplings following the recent increase in wrought pipe. A base price of $3.40 has been reached by some distributors on bar iron due to continued strength in the primary steel markets. The galvanized sheet market is very strong with the likelihood of early advances. Lead and zinc goods are reflecting the strengthening of prices on virgin metal. Brass and copper products are moving out well, and some reaction is noticed in copper and tin ingot metals. Some other lines, including Lufkin rules, lanterns, etc., are reduced.

LUFKIN RULES ARE REDUCED

Toronto.

Some lines of Lufkin boxwood rules are reduced 5 to 10 per cent. All spring joint rules, both yellow and white are reduced approximately 10 per cent. Existing prices on certain lines are shown in the Montreal report.

ONLY MODERATE CALL FOR RANGE BOILERS

Toronto.

No change has been announced in range boiler list prices, and current trade in these products continues on a slightly improved basis. Manufacturers point out that owing to the increased prices on the flat galvanized sheets, the upward trend of raw materials tends to increase production costs and firm up current prices on the finished articles. The moderate demand for range boilers offsets this tendency to some extent. Prevailing discounts remain unchanged at the following levels:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.; Extra heavy, 40 per cent.

UPWARD CHANGE IN PIPE FITTING COSTS

Toronto.

Higher quotations are now in effect on wrought nipples and couplings, through a revision in discounts. This price change follows on the increase announced in wrought steel piping, and the extent of the higher level varies between five and ten per cent. The discounts are lower by five points all through the list, thus bringing the following quotations into effect on the local market for these products.

Cast and malleable fittings are also considered in line for a price adjustment. It is noted that costs have been advanced approximately five per cent., and the selling prices on these products are expected to record a similar increase in the near future.

PIPE FITTINGS—	
Cast iron fittings	30%
Plugs, cast iron	30%
Do. solid	30%
Do., countersink	30%
Bushings, mall.	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings. 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922. Discounts 70 and 5 per cent.

BAR PRODUCT PRICES NEAR HIGHER LEVELS

Toronto.

In spite of the slightly improved coal situation brought about by the agreement in soft coal areas, iron and steel production in primary centres is still seriously handicapped by lack of fuel. It is growing more apparent that even under the best conditions, mill operations cannot be restored to a satisfactory rate before the end of the year.

The local price tendency is towards higher levels in conformity with the southern market, where higher quotations on bar products are appearing from time to time. In certain quarters the current local price has reached the base of $3.40, as noted in last week's issue, but the average level remains, at least for the present, at $3.25. That the market will gradually reach the higher mark is the opinion of local distributors, who point to the fuel and transportation difficulties as primary factors in this direction. Wage advances in mill localities also support this trend, it being well realized throughout the industry that in a scarcity market such as prevails, these advances in cost mean higher prices for steel. Therefore, the uppermost question around local warehouses is how far will any further rise tend to check business. Current trade is significant of the usual quiet summer session, with average prices as follows:

IRON AND STEEL—

Mi'd steel bars, base		3 25
Mild steel bands 3-16 in. base		3 75
Bar iron, base		3 25
Angle iron, base		3 35
Horse shoe iron		3 85
Tire steel		3 45
Spring steel	7 00	8 00
Sleigh shoe steel		3 25
Cold drawn steel		4 50
Hoop steel		4 50
Norway iron		12 50
Toe cau'k iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast too' steel, medium		18 00

QUIETNESS RESTRAINS BOILER TUBE PRICES

Toronto.

The local boiler tube market is still in a nominal condition, although the recent upward climb of raw material and production costs is reflected in the prevailing tone. There is only a fair movement of tubing at present and this quietness naturally prevents distributors of boiler tubes from marking up prices in accordance with higher levels recently effective on numerous other manufactured steel products. A slight upward revision in prices has been announced on eastern centres, this change being principally on larger sizes. The upward movement noted in southern primary markets has not yet been followed locally, due to the elements described above. Following is the current average list of prices on lapweld and seamless tubing:

BOILER TUBES—

	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	20 00	....
1½ inch	20 00	....
1¾ inch	21 50	....
2 inch	20 00	16 00
2¼ inch	22 00	19 00
2½ inch	23 00	20 00
3 inch	27 00	24 00
3¼ inch	32 00	28 00
4 inch	41 00	35 00

IMPROVEMENT NOTED IN CORRUGATED SHEETS

Toronto.

A firmer tendency has recently developed in corrugated sheets, which is described as principally due to the prevailing strength in the flat galvanized sheet market. The upward climb of prices on these products has contributed in a large degree to the firmer undertone in corrugated, and local distributors have expressed the opinion that there is liable to be a similar movement in corrugated sheet quotations in the near future. Although the current demand for these products has been affected by the customary summer quietness, an improvement in this direction is looked for during the fall period. In southern primary centres, corrugated prices have attained higher levels, while flat galvanized recently moved up again on both primary and domestic markets. With the current strength of the steel industry generally continuing in effect throughout the ensuing weeks, some change in the following quotations on corrugated sheets is considered in most quarters as quite reasonable:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50
Less 10 per cent.	

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

STRENGTH OF METALS SEEN IN LEAD GOODS

Toronto.

The renewed strength now apparent in ingot lead prices, naturally reflects in the market for finished lead and zinc products. For some time past the virgin metals have been steadily gaining, and while minor fluctuations have occurred, the general trend has undoubtedly been upward, until the current position is described as strong, with the future statistical position good. No further price developments on the finished products have been reported on the local market since the last revision in quotations on lead sheets, lead pipe and traps and bends. This movement has been further confirmed by the recent improvement in primary centres. Current business in these goods is reported very fair for this season of the year, at the following quotations:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.		0 13
Lead Waste, pipe, list, per lb.		0 14
Do., over 8 in., list per lb.		0 15
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb		0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 30
Do., strictly, lb.		**0 22½**
Do., wiping, lb.		0 21
Do., guaranteed, lb.		0 24
Do., commercial, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

HIGHER PRICE TREND IN SHEET MARKETS

Toronto.

The market tendency in galvanized sheets continues very strong, and the current feature revolves around the upward developments in price recently apparent in southern primary markets. Whether local distributors will follow suit depends upon the trend of the transportation strike during the ensuing days, but slightly higher levels on sheets are anticipated within the next week or two. It is generally considered probable that domestic sheet producers will announce a similar advance on galvanized sheets, as fuel difficulties are mounting on practically all markets. The delivery situation is reported as getting even more complicated, the present position being that current orders will hardly be filled for eight or nine weeks. Domestic production of galvanized is at the heaviest ratio in seasons, and a brisk demand for these products is expected throughout the fall period. Tin plate prices continue unchanged, and following are prevailing price levels on sheet products generally:

BLUE ANNEALED SHEETS—

10 gauge, base	**4 00**
12 gauge	**4 05**
14 gauge	4 10
16 gauge	4 15

BLACK SHEETS—

18-20 gauge	4 80
22-24 gauge	4 85
26 gauge	4 90
28 gauge	5 00

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Hd.
28 gauge	7 50
26 gauge	7 25
24 gauge	6 65
22 gauge	6 30
18 and 20 gauge	5 80

	Premier and	Apollo
10¾ oz.	6 75	7 30
U. S. 28 base	6 35	6 90
U. S. 26 base	6 05	6 60
22 and 24	5 90	6 45
18 and 20	5 75	6 30
16	5 60	6 15
12 and 14	5 45	6 00

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'	5 20
Do., Do., 60's	5 30

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

SLIGHT GAIN IN COPPER PRODUCT SALES

Toronto.

An improved tone is noted in copper and brass products such as sheets, tubing and rods. The slow mill deliveries have reflected a firm tendency in this market and shipments are described as between eight to twelve weeks behind. Recent sales reports show a slight gain in volume, while virgin metal prices on primary centres keep up well and naturally serve to swell the stronger tone in these semi-finished products. Following are unchanged price levels:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 20

COPPER—

Rods, base, per lb.	0 28
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 32

GOOD MOVEMENT OF SOIL PIPE AND FITTINGS

Toronto.

Manufacturers and distributors state that there is a good seasonal trade apparent in soil pipe and fittings. The prevailing movement of these products is described as quite satisfactory for the current season of the year, and compares well with previous records. The higher quotations recently announced through the issuing of revised discounts, is stated to have acted as a stimulus to the market, and with fall building programs reaching a fair volume, the movement of soil pipe and fittings is expected to continue to an approximate extent during the ensuing weeks. Additional increases which have recently taken place in pig iron prices, serve to add further strength to the undertone of these finished products. Following are prevailing discount levels:

SOIL PIPE—

2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net

FITTINGS—

2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

RISE IN FLAT SHEETS REFLECTED IN TROUGH

Toronto.

Manufacturers and distributors continue to report brisk sales of eavestrough and conductor piping, the call for these products keeping up in good proportion, due to the heavier building activities this year. Present prospects indicate a fairly sustained movement throughout the fall period, with the undertone of the market strong, and current price levels firm. It is noted that flat galvanized sheets have recently been advancing in cost, and with a shortage in this class of raw material having developed in some quarters due to the various strike elements, the market for such finished products as trough and pipe naturally reflects the upward tendency in primary centres. Prevailing quotations are unchanged at the following levels:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per. 100 ft.
8 inch	$15 90	15 inch $28 80
10 inch	17 70	18 inch 36 80
12 inch	21 20	

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—

Plain round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

STEADY QUOTATIONS ON BRASS VALVE GOODS

Toronto.

The tone of brass compression goods remains steady to firm, with the current call for these products continuing on a fairly satisfactory basis. A recovery in virgin metals and the slightly upward trend in primary circles has served to sustain current price levels on the manufactured brass goods. Quotations are unchanged at the discounts given below, it being pointed out that seasonal building activity has created a better call during recent months for cocks, bibbs and valves, a movement which is expected to be more or less apparent throughout the ensuing Fall season.

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	60%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

CAST IRON SCRAP IN UPWARD TREND

Toronto.

There is reported an increasing small movement in copper scrap, but the activity is not large. Aluminum is now showing up considerably stronger than has been the case for some time, and cast aluminum is described as difficult to obtain.

Cast iron is now on the upward trend, due to the rising costs of pig iron, and under prevailing conditions which reveal a shortage in cast iron, an upward price change which will diminish the large spread between cast and pig iron quotations is looked for in certain quarters. Stove plate is also stated to be hard to get.

Scrap rubber continues in the slump, and is not being sought, while prices are nominal. The following are the usual averages of local dealers' buying prices for fairly large quantities of scrap materials:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	11 00	11 50
Standard car wheels	14 00	15 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 40	0 50
Solid tires	6 60	1 00

SEASONABLE EBB AND FLOW IN METAL MARKETS

Toronto.

Business continues to ebb and flow in the ingot metal markets, with prices on primary markets registering minor fluctuations. These changes, however, are not considered of sufficient extent to affect local quotations, which are unchanged all through the list. The midsummer customary conditions are now apparent in the non-ferrous group, and quiet trading is the general rule. This week a reaction is noted in copper and tin, while even lead and spelter, although remaining the strongest metals in the group, are slightly quieter.

COPPER.—Domestic consumers' orders are light in volume, and the general tone of the copper market is quieter. This condition is evident both on domestic and primary centres, where export enquiries are lacking and prices have slightly fluctuated as a result. Producers, however, are not pressing sales on an unwilling market which reflects the usual summer condition. Local quotations remain unchanged at 17½ cents.

TIN.—This metal continues to record slight declines in primary centres, and the local price is now around 36 cents. More interest is being shown by consumers at the slightly reduced levels, and while actual trading is limited, the position is not generally considered unfavorable. The reaction is naturally attracting some buyers in limited amounts.

LEAD.—A fair amount of consuming business is evident in lead, but the tone of the markets has reacted since the strengthened position of this metal was recently noted. Demand is not quite so active as was formerly the case, but current trading is considered fair and the local price remains unchanged at the $7.50 mark.

SPELTER.—The zinc market remains steady with an average consuming demand in evidence. The majority of commitments are for future delivery throughout the last quarter. The gains recently recorded in spelter have put an end to price shading which was formerly noted. The local quotation of $8.25 remains firm.

ANTIMONY. — This market is steady but relatively quiet. No changes of any note have been in evidence, sales being the exception rather than the rule. Prices are unchanged, the local level being between 6 and 7 cents.

ALUMINUM.—Previous levels continue to obtain in this market, which remains dull and uninteresting, both in domestic and primary centres. Local quotations range as before around 20 and 21 cents.

London, Ont.

LONDON, August 31.—Hardware business here continues seasonably good and merchants report a fair volume of sales. Builders' hardware is in good demand at present and early fall lines are selling now.

Price changes this week although not heavy show revisions each way. With the end of the holiday season, collections which have been good show further improvement.

LANTERN GLOBES AND LAMP CHIMNEYS LOWER

London, Ont.

New lower prices are now in effect on lamp chimneys and lantern globes. Chimneys have been reduced approximately 15 per cent., while lantern globes are lower around ten per cent. Following are revised local quotations:

LAMP CHIMNEYS—

O—6 doz. to case, $7.25 case.
A—8 doz. to case, $9.00 case.
B—6 doz. to case, $7.75 case.

LANTERN GLOBES—

Short or Long Pattern—1 doz. to case, $1.25 doz.; 3 doz. to case, $1.15 doz. 6 doz. to case, $1.10.

LUFKIN PRODUCTS AT LOWER PRICE LEVELS

London, Ont.

New price levels on the Lufkin line of boxwood and spring joint rules and measures, effective September 1, show a reduction of approximately five to ten per cent.

POTTS IRON HANDLES AT HIGHER PRICES

London, Ont.

In conjunction with the advance in price on Potts sad irons, an increase in quotations on handles is noted. These are now priced at $1.50 per dozen for the No. 1 japanned, an advance of ten cents per doz.

POTTS SAD IRON PRICE TEN PER CENT. HIGHER

London, Ont.

An increase of approximately ten per cent. has been made in the prices on the Potts line of sad irons. The No. 50, nickel-plated, are now quoted at $1.90 per set, while the new price on the No. 55 plain, is $1.80.

GRINDSTONE FIXTURES ON HIGHER PRICE LEVELS

London, Ont.

Some higher prices are in effect this week on grindstone fixtures. The revised levels on these products follow:

GRINDSTONE FIXTURES—	
No. 1 x 15"	8 10
No. 2 x 17"	8 50
No. 3 x 19"	10 00

NEW LIST PRICE ON STEWART HORSE CLIPPER

London, Ont.

A reduction of $1.25 has been made in the list price on No. 1 Stewart horse clipping machine. The revised list quotation is $12.75 each. The horse clipping attachment is also reduced, the lower price being $7.75 each. These are quoted at a discount of 25 per cent, as formerly.

All other Stewart machines and parts remain unchanged in price.

INCREASED QUOTATIONS ON WROUGHT NIPPLES

London, Ont.

Higher prices have been announced on wrought nipples, these products being about ten per cent. higher. Following are the revised levels:

NIPPLES—

Close and Short:
4" diameter and smaller, 55% off list; 4½" to 8" diameter 45% off list; 4" diameter and smaller, running thread, 35% off list.

Long:
4" diameter and smaller, 60%; 4½" to 8" diameter, 50%; 4" diameter and smaller, running thread, 30%.

HIGHER PRICES ON WROUGHT COUPLINGS

London, Ont.

New prices approximately seven per cent. higher are in effect on wrought couplings. Four inch and under are now quoted at list less 25 per cent., while 4½ inch and larger and list less five per cent.

BOOKED ORDERS MOVING FOR CATTLE CHAINS

London, Ont.

Booked orders are now going forward for cattle chains. These products continue at the quotations announced for this season of list less 25 per cent.

ORDERS BEING PLACED FOR ICE SKATES

London, Ont.

Merchants are now placing orders for future delivery of ice skates. These products are unchanged in price, the quotations on the Starr make being list less thirty per cent.

FALL BOOKINGS EVIDENT FOR SNOW SHOVELS

London, Ont.

Fall orders are now being taken at prevailing price levels for snow shovels. Current quotations on these products are as follows:

SNOW SHOVELS—	Per doz.
Prince or No. 20, Long Handle	5 75
Prince or No. 20 D. Handle	7 00
King or No. 40, D. Handle	7 80
Moose or No. 50 D. Handle	9 60
WOOD SNOW SHOVELS—	
No. 76	8 75
No. 77	9 50

ORDERS FOR HAND SLEIGHS ALSO NOTICED

London, Ont.

Many dealers are now placing their seasonal orders for hand sleighs. These products are practically unchanged in price, the prevailing quotations on the Canadian Buffalo Sled make being list less thirty-five per cent.

AMMUNITION MOVING IN SEASONAL VOLUME

London, Ont.

Ammunition is now reported to be generally moving in good seasonal quantities. Quotations remain steady at the following levels:

AMMUNITION—

Dominion make—Rim and Centre Fire Cartridges, List less 55%.

	List Less
Crown Loaded Shells	50/2½%
Sovereign Loaded Shells	50/2½%
Regal Loaded Shells	50/2½%
Canuck Loaded Shells	50/5%
Imperial Loaded Shells	50/5%

IMPROVEMENT IN SALE OF ALARM CLOCKS

London, Ont.

A number of merchants have noted an improved demand for alarm clocks recently. This movement is usually apparent during this season of the year. Prices on these products remain at the following levels:

ALARM CLOCKS—

	Each
Good Morning	1 37
America	1 37
Lookout	1 88
Sleepmeter	2 06
Jack-O-Lantern	3 08
Big Ben Plain Dial	3 43
Big Ben Luminous Dial	4 80
Baby Ben Plain Dial	3 43
Baby Ben Luminous Dial	4 80

GOOD SALE EVIDENT FOR HARVEST TOOLS

London, Ont.

Distributors generally report that a good sale for harvest tools continues. These products remain at the quotation of list less sixty per cent.

SCOOP SHOVELS NOW IN SEASONAL ACTIVITY

London, Ont.

Scoop shovels for grain and coal are now reported moving in good volume. Quotations continue at list less 53 per cent. Following are local net prices on some of the good selling lines:

SCOOP SHOVELS—

Black Cat	Per doz.
No. 2	15 04
No. 4	15 74
No. 5	16 09
No. 6	16 44
No. 8	17 14
No. 10	17 84
Moose	**Per doz.**
No. 2	16 22
No. 4	16 92
No. 6	17 62
No. 8	18 32
No. 10	19 02

UNIVERSAL FOOD CHOPPERS NOW LOWER

London, Ont.

New lower prices are being quoted on the Universal line of food choppers, these products now moving in seasonal volume. Following are revised quotations:

FOOD CHOPPERS—

Universal, 0—$16.25 doz. Universal 1—$19.25 doz. Universal 2—$23.50 doz. Universal 3—$31.50 doz.

BOOKED ORDERS FOR ASH SIFTERS MOVING

London, Ont.

Booked orders for ash sifters are now going forward in some instances. Bookings of similar seasonal lines are reported to be coming along nicely. Following are prevailing price levels:

ASH SIFTERS—

Common Wood Sides—$2.65 doz. Banner No. 2, $2.65 each. Banner No. 3—$1.95 each.

Calgary, Alta.

CALGARY, ALTA.—Quite the most important news item this week for Western Canada is the definite settlement of the local coal strike. The settlement is of intimate interest to every householder and comes at a time when the general public were beginning to show signs of impatience. Some of the mines have already started operations, and it is expected that Monday will see all the mines open and taking on men as fast as they can be absorbed. Some 10,000 miners in Southern Alberta will be at work before the week end after being idle for five months. The settlement shows what is considered a good wage for the men and full time is assured to supply the winter demands. Reports are current that Alberta coal will be needed in markets generally supplied from eastern and southern fields, but the regular trade demands of the three prairie provinces will assure steady employment and the coal districts can confidently expect a return to prosperous trading conditions. Hardware jobbers state that orders for mining supplies are already coming in and they expect this department to show more than usual activity during the next month. This hardware retailer in the coal fields is keeping in mind the miners' well known spending ability and is preparing to handle current requirements as well as the deferred needs due to a long period of inactivity.

Activity in Crop Needs

A general review of the jobbing trade shows quite a marked activity over recent weeks, especially in crop requirements. Orders are very plentiful but the quantities small and the general volume still short of the years of freer buying and higher prices. Jobbers generally are encouraging the retailer in careful buying and in careful credits and look for the returns from this crop to be used for purposes of liquidation rather than expansion. Collections can be described as about stationary. Current purchases are pretty well taken care of, but little impression is being made on overdue paper and it is probable this item will continue to drag until final crop returns are realized.

A certain activity in heating stoves draws attention to the approaching stove season. Placing orders on this line have been lighter than usual, although it is thought that retailers stocks are low. The retailer is evidently inclined to buy sufficient for his usual display and back up his display by quick deliveries from jobbers stocks. Range business although a marked feature in advertising is still under normal. Prospects seem to push the need on for a decision in the near future, and some good business is in sight as soon as crop returns are definitely known.

The important price changes this week have been expected and seem to be a direct result of the coal strike and th consequent scarcity of coal and coke in eastern industrial centres. This, together with the reported activity in heavy metals has affected a number of heavy lines. Changes on the more expensive lines of finished shelf hardware are mostly downward.

The advance in soil pipe and fittings forecasted in Hardware and Metal and put in effect by manufacturers three weeks ago has shown up in local quotations this week end. The advance was expected and local buyers have shown some activity in covering up on jobs that are in sight. Present prices Calgary, Edmonton and Lethbridge are as follows:—

Soil pipe 2 and 3 in. plus 5 per cent., 4 in. less 10 per cent., 5 and 6 in. less 5 per cent.; fittings 2 and 3 in. less 22½ per cent.; fittings 4 to 6 in. less 30 per cent.

A correction of last week's advice on putty in 1 lb. tins is noted; changing price from 15 cents to 13 cents each.

Telegraphic advices confirm the expectation of an advance on iron pipe, which will no doubt be made effective in local markets early in the coming week. This advance also covers wrought couplings and nipples.

Penberthy injector prices which have shown some unevenness in local markets have been adjusted to 55 off.

The recent stiffening in flat sheets is reflected in increases in eavestrough, conductor pipe, corrugated iron, metallic shingles, etc., and following prices are now in effect, Calgary, Edmonton and Lethbridge.

EAVESTROUGH—

	O.G. Pattern	Slip Joint	Half Round
8 in	6 20	6 85	6 60
10 in.	6 95	7 60	7 35
12 in.	8 35	9 00	8 65
15 in.	11 45		12 30
18 in.	15 05		15 90

Conductor pipe, corrugated or plain round, 2 in. $7.40; 3 in., $8.65; 4 in., $11.05; 5 in., $15.60; 6 in., $19.35.

Conductor Elbows, corrugated or plain round 2 in., $2.30; 3 in., $2.60; 4 in., $4.10; 5 in., 10.40; 6 in., $12.15.

Corrugated iron, galvanized, 28 B.W. Ga., $7.70; 26 B.W., $8.50; 26 U.S. Ga., $9.45; 24 U.S., $12.00; 22 U.S., $14.45; 20 U.S., $17.00; 18 U.S, $21.75 per 100 feet.

Corrugated iron, painted, 28 B.W. Ga., $6.50 per 100 feet.

Galvanized shingles, standard grade, 10.35 per square.

Galvanized Shingles, painted, standard grade, $8.25 per square.

Galvanized small sheet siding, standard grade, $8.70 per square.

Galvanized small sheet siding, painted, standard grade, $6.60 per square.

Winnipeg, Man.

BOOKINGS FOR FALL IN GOOD QUANTITY

Winnipeg.

Fall bookings for heaters, stove pipe and elbows, lanterns, and other seasonable products, are reported to be coming along in satisfactory fashion. While commitments are not of marked extent, the aggregate constitutes a fair amount of business.

WHITE LEAD IN OIL HAS FAIR MOVEMENT

Winnipeg.

White lead in oil remains on a fairly steady basis at present, with trade of a moderate nature. There have been no further price developments, the present levels being unchanged. Some extension in the booking date is looked for.

TROUGH AND PIPE STILL ON ACTIVE MOVEMENT

Winnipeg.

A fairly active movement and the continued firmer tendency in flat galvanized sheets still contribute a strong undertone in eavestrough and conductor pipe. With harvesting in full swing the demand for these goods from the country districts has slackened up slightly but in the cities the demand is fairly steady. Quotations continue firm.

LINSEED OIL PRICE RECEDES FIVE CENTS

Winnipeg.

Linseed oil has recorded another decline in price, to the extent of five cents per gallon. This change brings the revised current level to $1.15 for raw and $1.18 per gallon for boiled in one barrel lots.

STRENGTH MAINTAINED IN TURPENTINE MARKET

Winnipeg.

Quotations on turpentine are locally unchanged. The general market situation maintains a firm tone and quotations at $1.85 per gallon are unchanged.

NEW LIST ISSUED ON IRON PIPING

Winnipeg.

The feature of the current hardware markets is the advance in wrought iron pipe prices. A strong undertone has been noted for some weeks past due to the rising costs of pig iron, and other production costs, and the increase was not surprising. Following are the revised levels:

WROUGHT PIPE—	Black	Galv'z'd
⅛"	6 84	9 24
¼"	4 68	7 12
⅜"	4 82	7 26
½"	6 15	8 00
¾"	7 48	9 55
1"	10 45	13 72
1¼"	14 15	18 56
1½"	16 90	22 26
2"	22 72	28 87
2½"	36 00	47 22
3"	47 00	67 77
3½"	61 10	78 28
4"	72 36	93 28
4½"	84 27	107 15
5"	98 28	124 92
6"	127 47	162 08

EASIER TENDENCY NOTED IN PRIMARY OIL MARKETS

Winnipeg.

Gasoline and coal oil prices are unchanged at the revisions of a few weeks

ago. There is however an easier tone reported in primary centres, further price recessions being announced on crude oil, with lower quotations also appearing on gasoline and other products in the south. September usually brings a heavy consumption of gasoline, and in months following coal oil is used more extensively. Whether this will offset the softer tone and assist in maintaining a steady market is considered problematic by local refiners, but the opinion is expressed in certain quarters that with a continued easier tendency in the undertone of these products a further recession in prices on domestic markets would not be surprising.

St. John,

ST. JOHN, N. B.—A committee of the St. John branch of the Retail Merchants' Association of Canada is arranging for special parking places for visitors' automobiles during the St. John exhibition.

In promoting this plan the members had in mind the desirability of making all possible arrangements for the convenience of visitors. Many visitors come by car, and the assurance that they can find adequately protected parking places in convenient locations for their cars, the merchants think, will be welcomed by them. A committee has also been appointed to watch the methods of the concession holders on the "pike," in order to ensure fair play for the public. It has been announced that this year the various exhibitors are going to give away samples, as was the custom in pre-war days, but after the war manufacturers felt that conditions did not allow for any expense that could be avoided, with the result that at the last exhibition very few manufacturers indulged in this method of advertising.

One or two of the large hardware merchants are exhibiting a display of hardware, including shelf goods and builders' supplies and automobile accessories. The St. John Board of Trade is giving a good deal of publicity to the Port of St. John, and is publishing considerable reading matter dealing with the advantages of this city as a distributing centre.

Active Building In Maritimes

F. R. Sumner of Moncton, N. B., was in St. John and stated that the people of Moncton were continuing their extensive building campaign, and that more houses than ever were going up, and although money seemed to be pretty tight, Monctonians were confident of the future of their city, and were erecting substantial and attractive homes. Mr. Sumner referred to the large increase in the population of Moncton, and said it was imperative that the city should carry on its extensive building campaign to take care of the many new residents.

Contracts have been awarded for four more new bridges in the province of New Brunswick. These bridges are to be built of concrete. Messrs. T. McAvity & Sons, Ltd., have been making a special display of garage door hardware, and have also been advertising this class of goods largely in the local papers. W. H. Thorn & Co., Ltd., are now commencing to advertise and display fall sporting goods. It has always been the policy of this firm to make their display just a little before the season opens for any particular class of goods. Emerson & Fisher, Ltd., are making a drive on pipeless furnaces, and advertising the fact that a pipeless furnace costs very little more than the old fashioned heater, and is much more efficient and economical. Philip Grannan, Ltd., are also pushing pipeless furnaces, and as an extra inducement to customers to have installations made at once, were offering to install furnaces immediately, and accept payment in the fall, so Mr. Grannan stated to Hardware and Metal. Robertson, Foster & Smith, Ltd., are going after the loaded shells and cartridge business and are also advertising rifles and shot guns. They are urging customers to get ready for the game season. P. Campbell & Co. are taking advantage of the coal shortage, and are advertising oil stoves, calling attention to the fact that it is a good way to save coal by using the oil stove as much as possible. A. R. Williams Machinery Co., Ltd., are advertising drag saws, and equipment for lumbering operations. They too are taking advantage of the coal shortage, and advising their customers to lay in as much wood as possible, and are offering special gasoline driven saws for firewood cutting.

Some Price Changes

Following are price changes made this week:

Latest price on chisels are as follows, indicating an advance.

CHISELS—
¼, $6.60; ⅛, $6.60; ⅜, $6.60; ½, $7.20, ⅝, $7.80; ¾, $7.80; ⅞, $8.40; 1", $9.00; 1¼, $9.60; 1½, $10.20; 1¾, $10.80; 2, $11.40.

SOCKET FRAMING—
¼, $12.75; ⅜, $12.75; ½, $13.60; ⅝, $14.45; ¾, $14.45; ⅞, $15.30; 1, $15.30; 1¼, $17.00; 1½, $18.70; ¾, $20.40; 2, $22.10.

MARTIN-SENOUR NEU-TONE PAINTS:
White—Gal., $3.55; ½, $3.70; ¼, $3.85.
Red—No. 672—Gal., $3.95; ½, $4.10; ¼, $4.25.
All other colors—Gal., $3.45; ½, $3.60; ¼, $3.75.
Martin-Senour—Ordinary Colors and Black—Gal. $3.70; ½ Gal. $3.85; ¼, $4.00; ⅛, $4.30.
Outside, Inside and Gloss White—Gal.—$4.05; ½, $4.20; ¼, $4.35; ⅛, $4.65.
Inside Flat White.—Gal.—$4.05; ½, $4.20; ¼, $4.35; ⅛, $4.65.
Bench Axes, XXX—No. 1, $17.50; No. 2—$20.00; No. 3.—$22.50; No. 4—$24.50; No. 5—$27.00.
King Air Rifles—No. 21—$17.40; No. 22—$20.30; No. 4—$29.00; No. 5—$31.90; No. 14—$8.70; No. 15—$2.90; No. 10—$10.45.
Tents are quoted as follows:—7 x 9—$12.00; 8 x 10—$12.70; 10 x 12—$18.15; 12 x 14— $24.15.

Hamilton, Ont.

Building Supplies Continue Active Feature of Current Hardware Trade

HAMILTON, August 31.—Although there has been no material change during the past week in current business conditions, the strengthening effect of continued favorable crop advices and of reports of extensive preparations for the elargement of industrial activities is clearly perceptible, and both merchants and manufacturers confidently anticipate a good fall and winter trade. While the majority of orders are still moderate in amount and mainly for immediate requirements, they show a steady increase in number, and include almost all kinds of staple commodities. There is also a growing disposition on the part of retailers in numerous sections to place orders for deferred delivery, which is regarded as reflecting depleted supplies and the definite return of confidence in the future. Collections seem to be slowly improving.

Speaking generally, the local price situation remains unchanged except for a few primary adjustments, practically all of which indicate a continued upward tendency.

Building supplies continue to be one of the most active features of the local market. This classification must also include hand tools, nails, roofing paper, roofing nails, metal laths, lock sets, casement hardware and the various small articles needed by contractors and builders. Hand tools of all kinds are particularly in demand. Seasonal goods are generally in active demand and dealers are getting ready to do a good business in early winter items.

Additional orders for ammunition of all kinds have been booked by the local jobbing trade the past week. It is safe to state that a very large percentage of the retail hardware trade have covered their fall requirements for this class of merchandise.

The mining resumptions in certain soft coal areas are not being counted upon to relieve the iron and steel industry to a great extent, as the rail strike, shortage of cars and priority orders combine to offset the immediate effect. Steel products in general, therefore retain their recent strength, with no decided easing in prices being looked for as wages have been advanced by many steel producers, thus adding to production costs.

There has been no appreciable increase in the supply of coal, and the iron and steel plants are still very short of coal, and are steadily slowing down their plants in operations. The general rate of operations of blast furnaces and steel works in southern production centres is now about 50 per cent., while only a month ago it was 75 per cent. or more. All this means that supplies of steel of all kinds are growing less, and on some lines stocks are about exhausted.

Pittsburg, U.S.A.

THE PAST week has been the most important one in iron and steel trade developments for a year if not for several years. In a nutshell, the trade has joined the inflationary movement that has been asserting itself in some lines for several months, and it goes farther, in that it will push inflation instead of resisting, as it was doing vigorously only two months ago.

The cause of the change in attitude is the rapacity of labor. It is necessary to be frank in order to give the news. It has been decided, with the advice of banking interests, to go with the tide, letting the unreasonable demands of labor work out into higher costs until the inevitable break, dictated by economic laws, is precipitated.

Coal mining costs are outrageously high, by the re-establishment of the 1920 wage scale, and the scarcity produced by a five months' strike is such that coal will command tremendous prices right into, if not through the winter. Unwillingness on the part of building trades labor to do a reasonable amount of work has brought fancy wage rates in building operations, even in some cases for common labor, and the steel industry has been unable to stand the competition, hence it raises its wages to a level not warranted by economic conditions.

The costs of producing pig iron and steel will be very high by the double influence of high wage rates and shortage of materials and transportation. Instead of the steel industry drawing upon its surplus to pay the difference between old low-priced contracts still to be filled and the high costs under which the orders must be filled it will advance prices to the possible limit to make profits out of steel the consuming industries are still willing to buy. This will be a year of very moderate profits for the producers, but a year ending with prices that cannot last indefinitely. When the end comes, some time in 1923, lessons in economics will be taught labor in the hard school of adversity.

Connellsville Wages

The H. C. Frick Coke Company, the fuel subsidiary of the United States Steel Corporation, posted notices in the Connellsville region that it would revert to the wage scale of September 1, 1920, the highest scale ever paid in the region, and independents promptly followed. There was no offer of union recognition. The region has been strictly non-union for more than 30 years but the United Mine Workers, in connection with their general strike inaugurated April 1 last, organized the men to an extent. The notices were posted four days ago, but up to this writing only a few men have gone back to work, just as men were straggling back from time to time previously. The Frick Company had built up a moderate production of coke, but was shipping very little coal to the corporation's mills and by-product ovens, compared with normal. Independents have been operating very poorly. The members of the Pittsburgh Coal Producers' Association, which have had a regular union strike on their hands, offer the men the 1920 scale but without the check-off, which means without union recognition, and the strikers have failed to go back. In various other districts the operators have yielded, having suffered a defeat that was unimaginable last March.

The United States Steel Corporation announced that, effective September 1, it would advance wages at its mills and furnaces 20 per cent. Some independents followed almost instantly with announcements, and the advance will no doubt be complete. For the central west, Pittsburgh, Wheeling, the valleys, the Lake Erie front, Chicago, etc., this means an advance in common labor from 30 to 36 cents an hour. The prewar rate, set by the advance of February 1, 1913, was about 19 cents, while in 1898 the usual rate had been 13 cents. In 1898 bars, shapes and plates sold down to a cent a pound. Now wages are practically tripled and freight rates are much higher. According to the Connellsville Courier the average value of Connellsville coke in 1894 was $1.00, and in 1898 $1.55. Now $11.50 is quoted and blast furnaces assert they will not buy until the price gets down to $7.00. Competition among merchant furnaces to get coke and be the first to resume will probably result in more than $8.00 being paid, when the time comes that coke is offered in sufficient volume to enable any furnace to run. To date, as indicated above, the offerings are too small to make it worth while to try to buy, in such tonnages as a blast furnace must have.

Steel Price Advances

On August 15, independent pipe mills advanced their prices three points (a point is about $2 a net ton) on black and two points on galvanized steel pipe. Eight days later than these announcements, and one day after the Steel Corporation had announced its 20 per cent. wage advance for mills and furnaces and the advance of 40 per cent. or more in the Connellsville region, the National Tube Company, the pipe subsidiary of the corporation, announced an advance equal to that of the independents.

A fortnight ago the American Sheet & Tin Plate Company advanced its price $2 a ton on blue annealed and $4 a ton on black, galvanized and automobile sheets, to levels independents had previously been securing. Now the independents are advancing to a level $3 above the corporation prices. The market is thus quotable at 3.35c to 3.50c for common black.

The Carnegie Steel Company has withdrawn practically all prices. It had been selling bars, shapes and plates, for altogether indefinite delivery, at 1.80c. It is reported that some purchases might be made from it at 1.90c for bars and 2.00c for plates and shapes, but the company will not admit having these or any other prices. Independents generally are asking 2.25c, and obtaining the price without difficulty on anything like early delivery.

Connellsville coke has been declining and has reached $13 on foundry and $11.50 on furnace, the latter price not interesting furnaces.

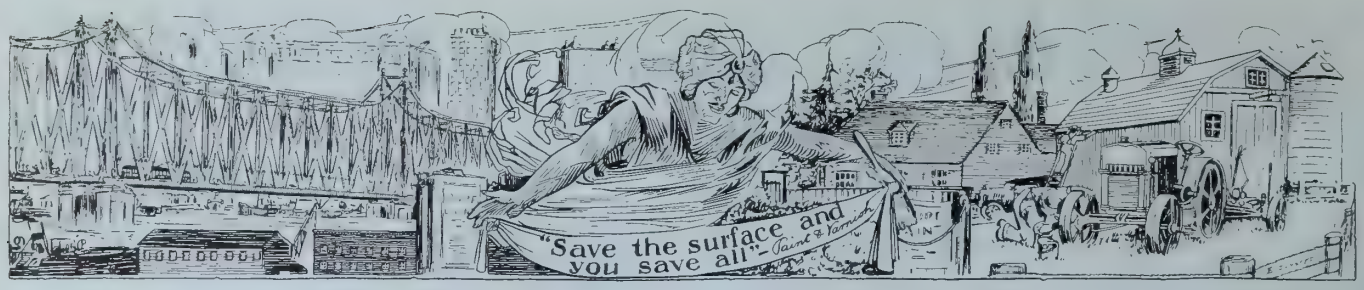
The pig iron market is one for prompt shipment out of stock only. Neither producers nor consumers are disposed to consider forward deliveries. Producers do not know when they will again be able to make iron. There is no more valley foundry iron offered, and apparently the point nearest Pittsburgh from which any foundry iron can be had is Buffalo, at say $32, Buffalo furnace, making a price delivered to Pittsburgh equivalent to $33.50, valley basis, allowing for freights. A week ago the market was quotable at $30, two weeks ago at $28 and five months ago at $19. Over 2,000 tons of Bessemer iron have been picked up at $30, a $3 advance in the week, and it is thought this took all the iron to be found. Last sales of basic seem to have been at $26, valley, some time ago. Now there are no offerings but it is claimed $33 was bid.

BELGIUM OFFERS OPPORTUNITIES FOR TRADE WITH CANADA

Montreal. — Opportunities for trade between Canada and Belgium during the next few years, when Belgium is preparing for her rehabilitation after the German destruction, and also preparing for an increased import and export trade, were outlined by H. Laureys, principal of the Commercial High School at a meeting of the Montreal Chambre de Commerce. Although Belgium was undergoing a rather hard time at present, she was rapidly recovering both her powers for import and export trade, especially in the metal and allied trades.

Dealing with the commercial relations during the past year between the two countries it was pointed out that Canada had exported more than $40,000,000 to Belgium, whereas Belgium had only sold about $4,500,000 worth to Canada. Belgian industry was of considerable extent and had much to offer in exchange for food products and raw materials which she bought from Canada. Articles at present exported to Canada included glass and glassware, which formed more than half of the total exports, textiles, canned vegetables, cut diamonds, books, firearms, wallpaper, zinc and its derivatives, basket-work and chemical fertilizers.

In conclusion, M. Laureys urged that Canadian exporters make a careful choice of agents at Brussels.



Eighty Per Cent of Farmers Use Paint and Varnish to "Save the Surface" of Barns, Etc.

Investigation in Rural District Reveals That Local Dealers Are Getting Only a Small Share of Possible Business in Paint and Varnish—Average Return Shows Farmer Paints Once in Six Years—Makes Use of Four Gallons of Paint and Varnish a Year

THE SPREADING of the gospel of "Save the Surface" in the farming communities is the problem which faces the hardware merchant right now. Farmers in most parts of the country are engaged in harvesting a bountiful crop which will show them good returns and they will be ready to heed the warnings of possible destruction to buildings, implements, etc., due to inadequate protection against the elements. A recent investigation conducted by governmental agencies indicates that farm trade has increased very greatly during the past two or three months. In most lines, sales have been ahead of last year in volume of goods and equal or greater in value.

Farmers are cheerful and hopeful and there is now very little resentment at prices of most goods. Prospects for good crops and fair prices for farm produce have given farmers confidence and they are not afraid to spend cash in hand and moderately to anticipate future income in order to buy the things they need.

Farmers need large quantities of goods in all lines, for farm buying was greatly restricted during a considerable period. County seat merchants are generally expecting still better business as soon as harvest is out of the way, and the live merchandisers are already planning more extensive advertising campaigns through the mail and the country newspapers to reach the farmers and village people. They feel that a drive for farm trade during the next few months will be especially profitable. Most of the farm trade with these merchants is cash business, and is particularly appreciated at this time.

Merchants in the larger towns and cities find that advertising to farmers is increasingly profitable every year, because automobiles have greatly enlarged the distance farmers come to buy and the frequency of the farmers' trips to town. Moreover, farm standards have improved so that a great proportion of farm people are only satisfied with a large selection and the best grades of merchandise, which can usually be secured only in the larger places.

In so far as paint and varnish trade is concerned this condition contains real possibilities. Investigation of the farmers' purchasing power in a certain rural section indicated that local dealers were getting only a small portion of the paint business to be procured. The farmer is a big potential buyer of paint and varnish but his trade must be sought aggressively. This investigation brought out the following facts:

How Often Does Farmer Paint?

The farmers themselves say they paint their houses and barns once every 4.4 years on the average.

The hardware dealers' replies indicate the farmer paints once every 7.1 years.

The lumber dealers' replies indicate the farmer paints every 6.4 years.

The average shows once every 5.9 years.

In any event, these facts point out that the farmer is a buyer of paints, and can be made a still better one by greater educational and advertising contact.

The hardware dealer averages 8.4 gallons per farmer sale on house and barn paints.

The lumber dealer averages 10.9 gallons.

The average shows that the farmer buys about 9.6 gallons every 5.9 years.

If our country had 200,000 farms this would mean a consumption of 1,920,000 gallons every 5.9 years, or about 325,000 gallons per year.

The farmer estimates it takes an average of 20 gallons of paint at a time for his farm buildings.

The farmer estimates he paints his implements and farm machinery once every 2.5 years.

He also estimates it would take an average of 4.2 gallons if he painted all his machinery and implements.

The farmer estimates he uses an average of 4.7 quarts of interior varnish and enamel a year.

Paint to Save the Surface

Eighty per cent. of farmers interviewed say they paint outside for protection, showing the Save the Surface message is getting in its work, and "appearance" is only a factor.

About 12 per cent. more farmers say they paint in fall as against spring and other seasons.

Eighty per cent. of the farmers interviewed use prepared paints, as against mixing their own.

Eighty-five per cent. of these farmers do their own painting as against hiring it done.

About 50 per cent. more farmers paint their houses more frequently than their barns, although many farmers paint both at the same time.

About 2 per cent. more farmers interviewed prefer wall paints to wall paper.

Floor paint leads for inside use, with varnish stain a close second, and varnish a near third.

The majority do not paint the interior of their stock barns for better lighting or health, although some use whitewash.

There is some demand for a disinfectant paint for the inside of poultry houses, and considerable use for it.

No More Costly to Paint

Seventy per cent. of farmers interviewed at the "peak" price period said it was no more costly to paint than five years before, indicating their appreciation of the relation be-

(Continued on page 52)

"Save the surface and you save all" Paint & Varnish

For Indoor Decoration

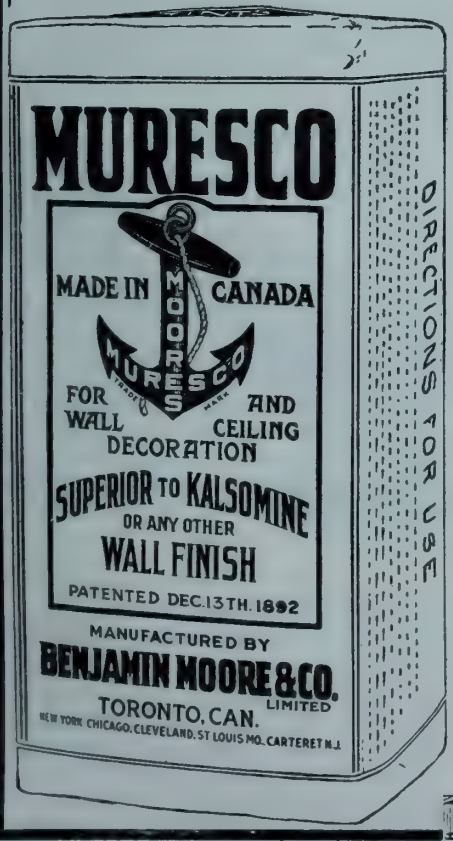
Suggest "Muresco"

When customers talk of Indoor Decoration suggest Muresco.

To brighten up rooms prior to the dull winter months Muresco is unrivalled.

It is inexpensive, easily applied, will not peel, crack nor rub off; it is durable and sanitary. Sixteen tints and sixteen colors give your customers a wide latitude of selection.

Suggest Muresco, instead of wall paper, as a decoration, from the standpoint of health, economy and beauty. In this way come extra sales and extra profits.



Other Moore Lines

Moore's House Paint	Morelustre Enamel
Mooramel	Sani-Flat
Floor Paint	Automobile Finish
Roof and Barn Paint	Shingle Stain

Impervo Porch and Deck Paint

"Quality forever Moore"

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered

Fall the Time to "Save the Surface"

As much of the need for surface protection on buildings, vehicles, implements, etc., is in the Fall season of the year before the dampness of early winter sets in, it would pay the hardware merchant to concentrate all his efforts on pointing out the advantages of adequate paint protection and then advertise his paint department as headquarters for advice on means to secure this protection. In this display such an invitation is extended by the use of cards inviting visits to the "Save the Surface" department. Samples of wood half painted or enamelled are shown along with brushes, color cards, etc.

EIGHTY PER CENT OF FARMERS USE PAINT

(Continued from page 50)

tween advanced paint costs and advanced building costs, or replacements.

Ninety per cent. of farmers interviewed on one investigation do not paint their implements and machinery.

Fifty per cent. of the dealers interviewed said the farmer was a good auto enamel prospect and buyer. The rest agreed there was a future possibility rapidly developing here. Seventy-three dealers interviewed said if they had the exclusive trade of 100 farmers they could sell them an average of 7.6 quarts of auto finish each.

We all know that investigations and surveys vary. They may not always be conclusive, but they are usually interesting and point to certain facts and conditions. Whatever the variants, we know the farmer is a real prospect for and user of paints, varnishes, stains and enamels.

The big question at this harvest time is to ask ourselves how much of his business are we getting?

Perhaps this is a typical cross section of the situation. If it is, it behooves the local dealer to establish himself as the real paint authority and headquarters for the community. It reflects a neglect and lack of appreciation of the farmer's paint purchases.

OPEN RETAIL STORE

Hamilton, Ont.—Scarfe & Co., Ltd., Brantford, Ont., manufacturers of paint, varnish, wax, etc., have opened a retail store at 266-268 King St. East, Hamilton, Ont., for the distribution of their products.

BRUSH COMPANY OPENS FIRST WAREHOUSE OUTSIDE OF CANADA

Meakins and Sons, Ltd., Hamilton, have just opened their first warehouse outside of Canada, putting in a stock at 52 South Castle St., Liverpool, England, for the convenience of hardware, paint and oil jobbers in Britain who have been handling this firm's line for the last ten years. C. W. Meakins will be in charge of this warehouse.

R. J. WALKER SALES MANAGER INTERNATIONAL VARNISH CO.

R. J. Walker has been appointed sales manager of the International Varnish Co., with headquarters at general offices and factory at Toronto.

Mr. Walker's connection with the above company dates from its formation in Canada some years ago, and during this time has filled various positions in an able manner. Being of a cheerful and genial disposition, Mr. Walker has won for himself many friends both among his fellow employees and acquaintances outside the company who wish him continued success in future.

VALUE AND EXTENT OF LINSEED IMPORTS

During the month of June, 12,220 pounds of linseed oil, valued at $1,427.00, was imported into Canada from the United States. This would amount to approximately 1358 gallons, showing the average price paid to have been in the neighborhood of $1.05 per gallon.

Registered **Floglaze**

"The Finish that Endures"

HOME & FARM

You Can Lead a Horse to Water

but you can't make him drink. You can apply coat after coat of paint to your heart's content, but you can't make it wear if it hasn't the quality for wearing. Unless it possesses all that is best in brushing, spreading and wearing mediums it will not "stand up."

FLOGLAZE quality is wide open, day or night, ready for inspection, ready for comparison. Ready to prove to you, Mr. Dealer, that as a finishing material FLOGLAZE "The Finish That Endures" stands pre-eminently head and shoulders above all others .

Ask to be shown this superiority. Let us prove our statement.

Our dealers' booklet "A Guide to Larger Profits" gives a detailed description of FLOGLAZE Home and Farm and the six other FLOGLAZE lines. Write for a copy.

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender Street W.
Vancouver

Sole Distributors for Manitoba Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL
243 Beaver Hall Hill

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Aug. 31.—Price developments on the paint markets this week include a recession in linseed oil prices and a further advance in turpentine quotations. Linseed oil is reduced from six to ten cents per gallon in sympathy with an easier flax market, a quieter demand and the appearance of foreign oil also said to be factors considered. Although the supply of flax seed is still reported as none too ample, the prospects of the new season's crop being marketed at an earlier date than usual has caused not only a softer tone in the market for future but eased the flax seed market considerably, a drop of ten points being recorded. The upward climb in the turpentine market is not only noted locally but southern producing centres record a substantial advance during the past week. Demand in the south is remarkably good, with inquiries from over-seas now developing into sales in greater proportion. Importers state that from present indications a firm tone in turpentine seems altogether likely for the weeks following.

New lower prices are issued on putty for Fall trade, the reduction varying on the different sized containers and quantities. The booking date on white lead in oil is extended with prices unchanged to November 30th.

LINSEED OIL MARKET DEVELOPS WEAKER TONE

Montreal.

An easier flax-seed market through anticipation of the new crop, a quieter demand and the appearance of English oil on this market are given as factors responsible for a softer tone in linseed oil and a reduction of from six to ten cents per gallon this week. This change in the undertone of oil came as more or less of a surprise to some well informed, who anticipated an easier market toward the latter end of September, but were of the opinion that a steady tone would prevail until new seed was actually on the market.

It is reported that the new season's seed crop will be marketed earlier this year, and a considerable amount of this will be offered in the West during September. This had its effect on the cash market also, prices having declined approximately ten points during the week. Demand for future oil deliveries is described as quite active, but only a moderate amount is said to be wanted for immediate delivery, and this has had a tendency to soften the market tone. The third factor, that of imported English oil being marketed locally offers a new phase to the situation, this being the first appearance of the foreign product for some months. Although it is admitted that this is having some effect on the market, little information as to quantity and price was obtainable up to the present, nor prospects of further arrivals from this source. With the advent of the new crop in the near future it is considered probable that lower prices may follow during the following weeks.

LINSEED OIL—

1 to 2 bbl. lots, per gal.	1 02	1 06	1 04	1 08
5 to 8 bbl. lots, per gal.	1 00	1 04	1 02	1 06

Less quantities, add ten cents per gallon.

TURPENTINE PRICES ON A HIGHER PLANE

An upward climb is again evident in the turpentine market this week and prices are generally advanced five cents per gallon. There is still the variation in quotations among local distributors, a quotation as low as $1.65 being given, while others announce a new high level of $1.80 per gallon in one barrel lots. A firm situation is reported from primary centres in the south and prices showed a further substantial advance during the week. Demand is keeping up remarkably well, with buyers displaying a keen interest in the present market. Inquiries from over-seas are also good, this assisting in the maintenance of a stronger tendency. Although the recent gain in this product has been quite rapid, the opinion is expressed by local importers that still higher price levels are likely on southern markets. Local stocks are only fair, due to transportation difficulties, and following are average quotations:

TURPENTINE—

1 barrel lots	1 65	1 80
2 to 4 barrel lots, per gal.	1 63	1 78
Broken lots	1 75	1 90

WHITE LEAD BOOKING DATE EXTENDED TO NOVEMBER 30TH

Montreal.

Manufacturers of white lead in oil annnounce that no change from present prices is made for Fall trade, and the booking date is extended to November 30th.

NEW LOWER PRICES ANNOUNCED ON PUTTY

Montreal.

A reduction of varying extent, according to sizes of containers and quantity is announced on putty. Drums or tins, 25 lbs. loose, are now quoted at $4.00 per 100 lbs. in five ton lots, with a differential of 25 cents in one ton lots and a further increase of 25 cents in less quantities. This is a reduction of $1.25, former price being $5.25 per 100 lbs. The differential between standard putty and pure linseed oil putty is also reduced from $1.50 to $1.25 per 100 lbs. Booking date extended to November 30th. Following are new quotations:

PUTTY—

Standard, per 100 lbs.	5-ton.	1-ton.	Less.
Bulk barrels, 800 lbs.	$3 25	$3 50	$3 75
Bulk drums, 100 lbs.	3 75	4 00	4 25
Bulk drums or tins, loose 25 lbs.	4 00	4 25	4 50
Do., loose 12½ lbs.	4 25	4 50	4 75
Tins, cased, 25 lbs.	4 75	5 00	5 25
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Bladder barrels, 400 lbs.	5 00	5 25	5 50
Bladder cases, 100 lbs.	5 25	5 50	5 75
5 lb. tins	8 00	8 25	8 50
1 lb. tins	10 00	10 25	10 50

Pure linseed oil putty, $1.25 per 100 lbs. advance over above prices.

Toronto

TORONTO, August 31.—With the new crop of flax seed now coming on the market linseed oil has declined in price this week. Turpentine is still a scarce commodity among certain distributors and this condition brings about a maintenance of last week's high price level on the one hand while others are reducing the low price formerly shown. The result is to show an even wider range in prices this week. Following the meeting of lead grinders comes the announcement that white lead prices are to be maintained with booking date extended from September 15 until November 30. Putty prices have undergone considerable reduction this week and a brisk trade anticipated this Fall. Some small revisions are made in some brush prices effective from the beginning of this month. Both advances and declines are represented in these revisions.

LOWER QUOTATIONS ON PUTTY

Toronto.

Reduction in putty prices is made, the present costs being under consideration in view of a brisk movement anticipated during the ensuing weeks. For some time past, rumors of shading in putty quotations have been in evidence, thus rendering the tone of the market more unsettled. With the active Fall season at hand, trade is resuming a brisk note and it is felt that

(Continued on page 56)

Meakins'

Displays Create Business

The display cases herewith illustrated, when placed on your counter or in your window, give your brushes a chance to sell.

Ordinary methods of display fail with brushes; they don't look well in bins or hung upon racks.

Meakins containers specially made to display brushes to advantage at once attract the eye. Meakins quality brushes then practically sell themselves.

At this time of year be sure to suggest a new brush with every purchase of paint or varnish.

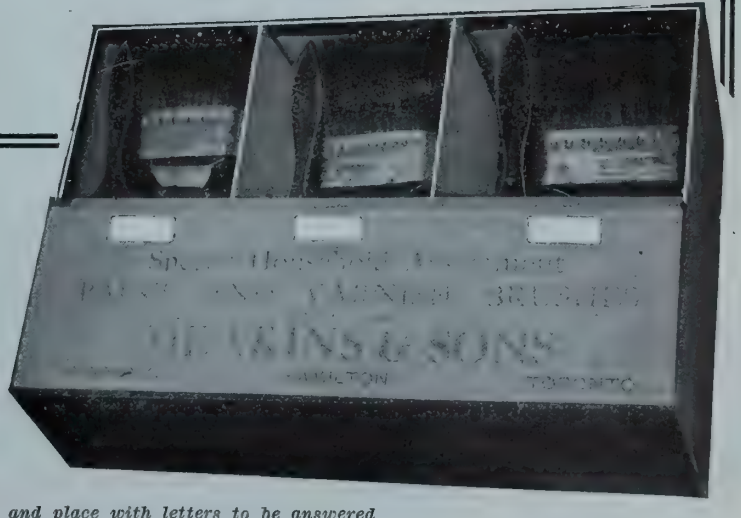
Everything in Brushes

Write for illustrated catalogue

Meakins & Sons Limited

Hamilton, Ontario

Warehouses:
Winnipeg, London, Toronto, Montreal, Vancouver, Calgary.



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TORONTO MARKETS

(Continued from Page 54)

a price adjustment would undoubtedly stimulate the movement in this direction. Following are new prices:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls.	$3 70	$3 95	$4 20
100-lb. drums	4 20	4 45	4 70
25-lb. irons	4 45	4 70	4 95
Bladders in bbls.	5 45	5 70	5 95
Do., less quantities ...	5 70	5 95	6 20
1-lb. tins	10 45	10 70	10 95

Pure Linsed Oil Putty, $1.25 per 100 lbs. advance over above prices for similar quantities.

DECLINE IN LINSEED OIL

Toronto.

With the new crop of flax seed now coming on the market, linseed oil quotations have registered a gradual decline during the past few days. Following are current prices:

LINSEED OIL—	Per Gallon	
	Raw	Boiled
1 to 2 barrels ...	1 05 1 10	1 08 1 13
3 to 4 barrels ...	1 04 1 09	1 07 1 12
6 to 9 barrels ...	1 02 1 07	1 05 1 10

Less barrels, 15 cents per gallon.

WIDE RANGE IN TURPENTINE PRICES

Toronto

Some distributors of turpentine are maintaining last week's high level prices due to the fact that available supplies are very scarce. Others claim to be able to supply reasonable quantities at the low price level represented in the following range:

TURPENTINE—	
1 barrel lots	$1 70 $1 85
2 to 4 barrel lots	1 69 1 84
5 gallon lots	1 85 2 00

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

EXTEND BOOKING DATES ON WHITE LEAD

Toronto.

Another extension in the booking date on white lead in oil has been made. The last booking date was to September 15. No change is made in quotations on white lead, the undertone of the market remaining firm. The current movement is described as fairly good, and is generally satisfactory for this season of the year. Improved activity can be looked for as the fall period develops. Following are unchanged prices:

WHITE LEAD IN OIL—	
In 5-ton lots	12 70
In 1-ton lots	13 45
Less quantities	13 80

SMALL DOWNWARD CHANGE IN BRUSH QUOTATIONS

Toronto.

The expected new price lists on brushes are now being prepared by manufacturers, these being effective from September 1. As pointed out in recent issues of Hardware and Metal, a variety of price changes have been issued, including some declines, also a few increases, while a number of other lines remain stationary as regards price. The average revision represents a slight reduction, although many quotations, as pointed out, remain unchanged. A few odd lines show a tendency to higher levels, while other types of painters' and household brushes are consequently reduced. The general re-adjustment has been based on the quality and length of the bristles, it being generally recognized that the bristle supply market governs the prevailing price situation.

EXPECT BRISK TRADE IN WINDOW GLASS

Toronto.

A big improvement in the current demand for window glass from now on is generally anticipated by manufacturers and distributors, owing to the heavier requirements caused through seasonal building activities. A large number of erections are now nearing the stage of completion and other construction work, especially dwelling houses, has been on a much larger scale during the past few months than in recent years. Warehouse stocks are described as in fair shape, while general reports indicate that dealers' stocks are only moderate, the current call from builders' needs during the summer months having made inroads on supplies of both plate and window glass. Under these conditions the recently revised quotations on glass are generally expected to remain fairly firm.

SHELLAC GUM EASIER WITH MODERATE CALL

Toronto.

In the shellac market primary quotations are remaining on an unchanged basis from the recent revised levels, with the easier tone recently noted still being in evidence. Prices on shellac gum are described as slightly receding owing to the quieter demand for this product during the mid-summer period. This situation has reflected to some extent on domestic shellac markets, and while quotations show no drastic change, the bullish element apparent during earlier weeks has now subsided. Average local levels follow:

SHELLAC	White	Orange
In bbls.	5 10	4 70
Gal. Jugs	5 40	5 00

FAIR SEASONAL TRADE IN PAINT PRODUCTS

Toronto.

Ready-mixed paints, varnishes and paint products generally are still enjoying a moderately good sale, and one manufacturer described the current movement as mighty good for this time of the year. While this activity was not being looked upon as the commencement of the fall trade, yet the call for paints, varnishes and enamels has kept up exceptionally well throughout the present period. Mid-summer is usually the quiet session, but the spring movement lasted longer than in previous seasons, while many distributors expect that the fall trade will become manifest a little earlier than usual owing to the ideal weather conditions for painting.

UPHOLDS MUTUAL PLAN OF FIRE INSURANCE

(Continued from page 39)

lished by Stone and Cox of Toronto, page 241.

Policy holders, or prospective policy holders, of the two above organizations should bear in mind that the above companies now under fire have received the same criticism for the past twenty years. But a final analysis shows all of them with more than sufficient surplus, reinsurance reserves accumulated on the same basis as stock companies, and all of them doing what their competitors say they cannot do and that is paying dividends and substantial ones at that.

HOW DO THEY ENTER CANADA

(Continued from page 27)

Mr. McConvey stated to Hardware and Metal that the Minister of Customs was empowered to levy a heavy fine for this breach of regulations if he so desired. He stated that it was most unlikely that the salesman could have "fixed the matter with Ottawa" as claimed, because he would have been advised of any such action sanctioning a scale which was to be sold in the district under his supervision and which he knew to be against the regulations.

Apart from the question of shutting off the sale of such articles in other retail trades in Canada when such cannot be marketed through the hardware trade, Hardware and Metal is interested in the subsequent investigation now being made to find how these scales came through the Customs Department. Surely there would not be leaks through which such scales could pass the several officials who handle such parcels and surely certain firms are not being deliberately favored in the application of the regulations?

REMOVE RESTRICTIONS AGAINST MOTOR TOURISTS

Amended regulations governing the temporary admission into Canada of automobiles, motor-cycles and bicycles, which do away with a number of annoying restrictions and thereby offer a greater inducement to tourist traffic, have been issued by the Department of Customs and Excise. The former regulations provided for the granting of a permit to a non-resident of Canada or temporary visitor for the use of his automobile in this country for a period of thirty-three days for touring purposes only, with the condition that such automobile could not be re-imported for touring purposes within six months from the time of its exportation under such permit. The amended regulations remove this restriction in respect of automobiles brought in for touring purposes for a period of over twenty-four hours and not exceeding thirty days, and provide that where the automobile remains in Canada for more than thirty days the tourist reports to nearest Customs Collector.

ANOTHER fine campaign this Fall — just as strong as it was last Spring! Pratt & Lambert advertising, like Pratt & Lambert products, constantly sets the pace for quality business wherever any surface-saving material is sold. If you would give the highest kind of surface-saving service — and cash in on this unusual advertising campaign in MacLean's, Saturday Evening Post, Good Housekeeping, American and House Beautiful — write for the introductory proposition on Pratt & Lambert Varnish Products.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.

"Save the surface and you save all" Paint+Varnish

PRATT & LAMBERT VARNISH PRODUCTS

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	50 00	.....	70.00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION
American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto **$14.00; Montreal, $13.50; net extras** as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz....	9 50	10 50
Hunters axes, doz..	8 00	9 50
Single bits, doz.....	10 50	15 00
Double bits, doz....	16 50	17 00

On weights heavier than base add to list as follows:

Group 2... .0 50	Group 3....1 00
Group 4 . ..1 50	Group 5....2 00
Group 6 . ..2 50	Group 7....3 50

Axes, bench, 60% off list.

BABBITT
Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 75c. per lb.

BATTERIES, DRY CELL
Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............ 40½
Bbl. lots of 125 each, each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)
Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)
List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS
Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX
Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS
For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—
Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag., yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel ... ...$ 3 70
Less car lots—
Per bbl., f.o.b. yard 4 40
Per bbl., delivered 4 60
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP
A—8 doz. case ....$ 8 40
B—6 doz. case 7 00

CHOPPERS, FOOD
Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)
Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow Lever
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE
New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS
No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)
No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	$16 25
No. 3½	$17 50

COBBLER SETS
Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—
Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—
No. 98, $2.00 per doz.; No. 100, $2.65.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—
Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)
No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.
Toronto, $8 00; London, $7.75.

CROWBARS
Per 100 lbs.—Montreal, $7.75

The Store With a Well Selected Stock Does the Business—Every Time

Brush sales are steady right now and the store with a well selected stock—that can meet every customer's requirements quickly—is the one that naturally gets the business.

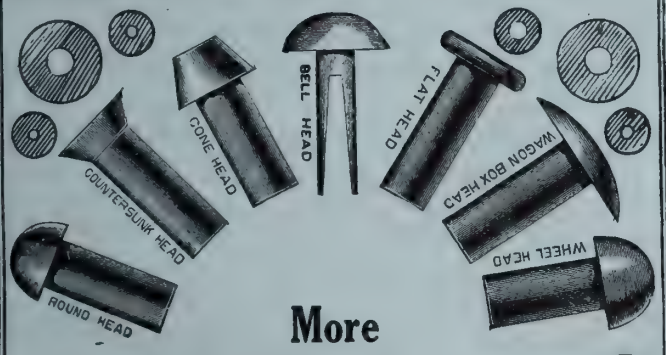
Better get your sorting up orders in right away—*and remember* CANADA Brushes are made in all styles —all sizes—all guaranteed to be absolutely satisfactory.

Have you got our dealer proposition yet?

CANADA BRUSH COMPANY Limited

Head Office and Factory:
St. John, N. B.

Montreal Branch: 17 St. Gabriel St. **Representatives:** St. Michel, Ltd.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip. 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Dollar Turpentine

is a fact and we can supply your full requirements promptly.

The specifications for quality imposed upon our Pure Turpentine make it an excellent thinner for paints, varnishes, colors, etc.

The price is $1.00 per imp. gal.

F.o.b. La Tuque, Que., in steel drums of 46 imp. gals. Large stocks are on hand for immediate deliveries.

We invite correspondence from all turpentine dealers.

BROWN CORPORATION

Quebec, P.Q.

If interested tear out this page and place with letters to be answered.

DAMPERS—Stove Pipe Doz.
7 inch ... $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0.90	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Discount, 70 and 5 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ... $ 8 10
For 17" Axle ... 8 50
For 19" Axle ... 10 00
Ball Bearing ... 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over ... $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over ... 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... $ 9 75
No. 2 ... 10 75

HATCHETS, LATH
No. 3 ... 10 00
No. 4 ... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... 14 00

HATCHETS, CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Majestic, 1 burner ... 10 00
Universal ... 13 80
Do., 2 burner ... 15 00
Discount 30 per cent.
Hotpoint Hedlite, each ... $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 ... 1 90
Do., No. 3 ... 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set ... 1 85
Reliance Door Springs, No. 270
Light, per doz. ... 2 50
Medium, per doz. ... 3 25
Heavy, per doz. ... 5 00

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1.53	1.35

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. ... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	3 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.00 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set, ... $ 1 80
Potts' nickel plated, per set 1 90
Potts' handles, japd. grs. .. 17 00
Common, per cwt. ... 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point ... 15 00
Lightning ... 14 00
Heaths ... 14 00

LADDERS, ETC.

Step Ladders		Per ft.
Standard		$0 44
Household		0 33
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only		0 44
Do., 10, 12, and 14 ft.		0 49
Single and Fruit Picking		
10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension
20 to 32 ft. ... 0 30
36 to 40 ft. ... 0 33
44 feet, and over ... 0 36
Special quality, 20 to 40 ft. .. 0 45
Three section extension ... 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned ... 9 70
Dash, Japanned ... 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs ... 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... 1 25 doz.
6 doz. cases ... 1 10 doz.
3 doz. cases ... 1 15 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ... $ 2 00
Do., No. 3 ... 3 75
Barn Door, No. 5 ... 3 00
Do., No. 8 ... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 00
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ballbearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	116 50
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... $10 00
Pick, doz. ... 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen ... $33 95
No. 8, dozen ... 44 90
Universal—
No. 4, dozen ... 36 00
No. 8, dozen ... 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing ... 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks ... 1 85
No. 10, sticks ... 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's ... 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

NAILS (Continued)
5½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood $3.65 base.
F.o.b. Montreal, $3.50 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,

Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.

Navy Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 30

F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs. doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

Plain	List
2 in. in 10-ft. lengths, list,	$16 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ....net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ....less 45 %
8 in. .... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles	
4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 and 10 gal. cans	0 85
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net,	per doz.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood, F. H., bright	82½/5%
Wood, R. H., bright	80/5%
Wood, F. H., brass	77½/5%
Wood, R. H., brass	75/5%
Wood, O. H., brass	75 /5%
Wood, F. H., bronze	72½/5%
Wood, O. H., bronze	70/5%
Wood, R. H., bronze	70 /5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

Barrett Roofings, Cements Industrial Paints etc.

DURING the next few weeks there will be a big demand for roof repair materials. For many property owners have neglected to put on new roofs this summer and now they'll have to patch up the old ones to make them last through the winter.

The two famous Barrett Specialties described below are the greatest materials on the market for making old roofs last longer.

You can recommend these products to your customers with absolute confidence that they will give complete satisfaction. Send in your order at once, and be ready for the big rush.

Everlastic Liquid Roofing Cement

One coat of Everlastic Liquid Roofing Cement makes old prepared and "rubber" roofings almost as good as new. It forms a smooth, tough, durable surface that adds years of extra service.

Mention this to your customers. They'll thank you for the money-saving suggestion. Everlastic Liquid Roofing Cement is easy to apply and comes all ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

Anyone can apply it

Plastic Elastigum Patching Cement

No wonder this famous Barrett product is called "the plastic cement of a thousand uses!" Patching leaks and holes in all kinds of roofs, repairing flashings, relining gutters and cisterns—these are a few of the uses for which it is unequalled. It's easy to apply and sticks to either a wet or dry surface. Don't be without a stock.

Relining a gutter with Plastic Elastigum

Sold in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.76; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswel, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 63 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	50 ft. Challenge Stl.....	4 95
103	50 ft. Reliable Jr., Stl...	5 25
243	50 ft. Rival Steel	4 40
553	50 ft. Steel	3 95
1243	50 ft. Rival Jr., Steel ..	4 06
603	50 ft. Metallic	3 17
604	66 ft. Do.	3 54
403	50 ft. Linen	2 39
		Dozen.
713	50 ft. Ass Skin	6 15
714	66 ft. Ass Skin	7 37
143	3 ft. Steel Pocket	7 27
145	5 ft. Steel Pocket.......	9 20
175	5 ft. Linen Pocket	6 35
165	5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918. 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1............... 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 80
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17½%.
Heavy Galv. pails and tubs, 17½%.
Hollow ware, add 40 per cent.
Garbage pails, 17½%.
Jap. coal hods, list plus 33 1-3%.
P... Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F O B Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, ½ lb. per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra ... ...
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.65.
Annealed base, $3.65.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB .. 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28 00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

CARTER'S

GENUINE

Keep Carter's Always in Stock

Your painter customers know and appreciate Carter's Genuine Dry Red Lead.

Mixed with pure Linseed Oil it is the best protection for steam pipes, metal work, etc.

Carter's is made from the highest grade of Canadian pig lead, highly oxidized and ground very fine.

Write us for prices on this and the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Avenue, Montreal

DRY RED LEAD

Valves That Stand Abuse As Well As Use

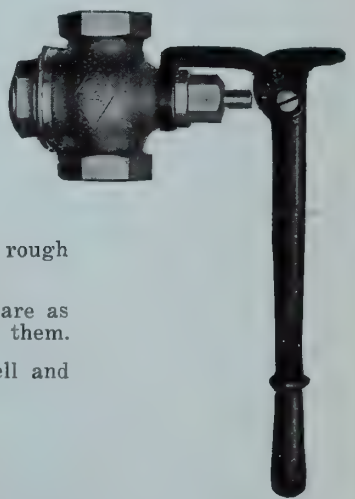


Fig. 106
JENKINS BRASS
GLOBE VALVE
Standard Pattern

Genuine Jenkins Valves are constructed in every part to stand the rough usage and careless handling to which valves are often subjected.

Made of the very best material in brass, iron or cast steel, they are as dependable and trouble-free as skill and experience can make them.

You cannot stock a better line of valves than Jenkins. They sell and satisfy.

JENKINS BROS., Limited

103 St. Remi St., Montreal
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH: 6 Great Queen St., Kingsway, London, W.C. 2, Eng.

Fig. 720.
JENKINS
RAPID ACTION
VALVE.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities ... 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs .. 0.17
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 21-27
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls..... 0 07
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperia' black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .. ..$ 7 53
Vitralite 7 87
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 27
S-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrux 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 7 10
Luxeberry 6 85
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24 30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Imported, less 20 per cent.
Domestic, less 10 per cent.
Extra 5 per cent. for lots of 25 cases or over.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.
Outside Points, 50/10 off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 85c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, colors 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond. foor 3 55
Crown Diamond. porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .. 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
Martin-Senour, Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Pearcy's Prepared, colors ... 3 15
Pearcy's Prepared, white .. 3 50
Pearcy's Prepared, floor 3 10
A. & E. Adelite, white 4 05
Do., colors 3 70
Do. Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade ... ...$ 9 25
Water white 11 25

SHELLAC

	Pure White		Pure Orange	
In bbls. . .	4 60	4 90	4 35	4 60
Gal. Jugs	4 85	5 40	4 60	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 18
B. H. Maritime Spar 5 23
B. H. Hard Oil 2 57
B. H. Gold Medal 3 28
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Hydrox Spar, Imp. V. 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
C.P.C. Sun Aero Spar 4 60
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 14
Scar-Not S.W... ... . 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 85
Luxeberry granite 5 00
Luxeberry spar 5 72
Ramsay's Universal 3 85
Ramsay's Agate Floor 3 90
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. 3 10
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar .... 5 80.

F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. 3 60
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL Per gal.
In five gallons $1 75
Methylated Spirits 1 75

PILKINGTON
BROTHERS ~ LIMITED

UNION STATION, VANCOUVER, B.C.
GLAZED BY PILKINGTON

GLASS

Time is important to you whether you are dealing with a building like that illustrated, or with a small order.

We have the facilities for quick service that will enable you to carry out your obligations to your customers on time. British standards of quality. Write for quotations and suggestions.

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office : St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$22 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List		Prices per dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit	......	17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.15 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.10 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.55 base; Rounds over 2¾ in. to 6 in., $4.85 base; Swedish iron, $8; sleigh-steel. $5.35; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.: cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $9.60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's. 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 40%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand dri led, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANI⅝ED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	7 90
28 Am. or 26 Eng.	7 50
26 Am.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 70

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$ 1 15
Boiled	1 18

MACHINES—WASHING Each

Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	...	...	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	[illegible]	[illegible]	4 50

"Diamond A" Quebec Heater
(with taper pipe)

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

"DIAMOND A"
QUEBEC HEATERS

Are well built, and great heat producers. Has sheet steel body, brick lined, triangular grates, large ash pit. In fact, it embodies all the latest improvements in this type of heater. A taper pipe, tapering to 6 inches, is included with each heater. You can strongly recommend this heater to your customers, confident that they will be fully satisfied.

Write to-day for our catalog of stoves and heaters with illustrations and descriptions.

The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

A Real Sanitary Convenience

The Wakyte Closets are for installation where water works are not available. It gives residents in such localities practically all the advantages and sanitary conveniences of an up-to-date plumbing system at a small cost.

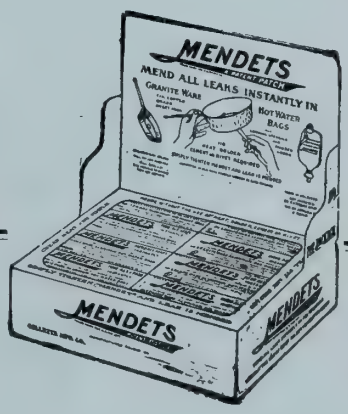
A great number of dealers have built up a splendid business and are making money through the sales of the "Wakyte" Closet.

Surely you can do the same.

Write us for any further particulars.

We also sell the "Comfort" Weather Strip made from selected quarter-cut oak. A complete set consists of two pieces 7 ft. and two pieces 3 ft. long. Will appeal to all Buyers.

S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.



Is Your Counter A Guide?

It is if it displays **Mendets** because then it will be a guide to valuable service for your customers and a money-making guide for yourself.

Mendets are used in the home for mending pots, pans, rubber goods, etc., and they have given satisfaction to thousands of purchasers.

Ask about them to-day.

Collette Mfg. Company
Collingwood, Ont.

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	**$10 00**
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	**0 39**
En-ar-co Motor Oil, med. and heavy	**1 10**
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	**1 10**
Castor, machine	0 46
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, No. 600	0 80
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Lion white	4 20
Lion, colors	3 85
H. D. floor	3 80
Velvetone, white	3 70
Velvetone, tints	3 60
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.50; 18 x 24, blued $6.50; 20 x 28, blued, $6.50.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$6 00
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 35
12 gauge	5 40
14 gauge	5 45
16 gauge	5 50
18-20 gauge	5 90
22-24 gauge	6 00
26 gauge	6 10
28 gauge	6 40

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	**24 00**

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

A Very Important Message
About Trade Mark Goods

The SELFBLO Alcohol Torch, which we have produced, developed and trade marked, requires no blowing, no pumping, no priming. It BLOWS ITSELF in 20 seconds after lighting, and requires no rubber tube.

Electricians, mechanics, radio operators, garage men, automobile owners, jewelry manufacturers, plumbers, home tinkers and, in fact, all owners of torches are appreciating these facts, and our sales are growing by leaps and bounds.

In ordering torches, ask for them by the TRADE MARK name—SELFBLO. This name is our guarantee and your protection.

Six SELFBLOS are packed for display in a handsome red, white and blue, inclined Display Container, with theft-proof attachment.

Send for descriptive literature and prices.
Order from your jobber.

Be sure you get what you ask for. TRADE MARK Goods are your protection.

Retails for $2.00
In Canada $2.50

SELFBLO

1. Needs no rubber tube.
2. Blows itself.
3. No pumping. No priming.
4. Full blast in 20 seconds after lighting.
5. Emits clear, intense flame of 1,400° Fah.
6. Will flow any solder.

Trade SELFBLO Mark

HUNT-LASHER CO., Inc. 66 Willow St., Lynn, Mass.

Southern Representatives
Wetherbee Bros., 1405 Englewood Ave., Dallas, Texas.

Middle West Representatives
L. W. Stewart Sales Co., 327 Dixie Terminal, Cincinnati, Ohio.

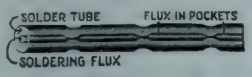
Western Representatives
Graf Sales Company, 304-310 Williams Bldg., San Francisco, California

Canadian Representatives
Walkley - Moncur Co., Ltd., 416 St. James St., Montreal, Canada.

Successors to goodwill, trade names, trade marks, formulae, etc., of the Federal Mfg. Co., of Boston, Mass.

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
225 Wrightwood Ave. Chicago, U.S.A.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

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Don't waste your valuable time and experience on what others can do for you. Devote all your time to selling or to making sales plans. Attract customers with a few novelties and increase your turnover.

Use Long Distance to Order and Re-order Goods

It's like calling down a speaking tube to the jobber's or manufacturer's warehouse—saves time—and time is money.

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THE BELL TELEPHONE COMPANY OF CANADA
LONG DISTANCE TELEPHONE

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Can. Fairbanks-Morse Co., Montreal, Que.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dominion Chain Co., Limited, Niagara Falls, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Necessities Co., of Canada, Winnipeg, Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co. Ltd., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods Ltd., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd. Toronto

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A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

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The Dominion Belting Co., Ltd., Hamilton, Ont.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Can. Fairbanks-Morse Co., Montreal, Que.
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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E. T. Wright Co., Ltd., Hamilton, Ont.

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Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

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Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGUR
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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Ltd., Toronto, Ont.

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The Hamilton Cotton Co., Limited, Hamilton, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Hamilton, Ont.
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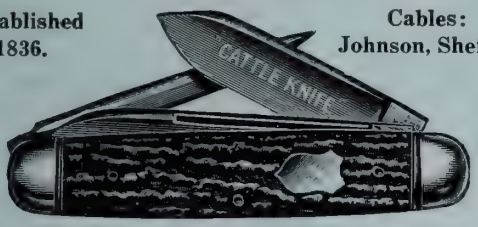

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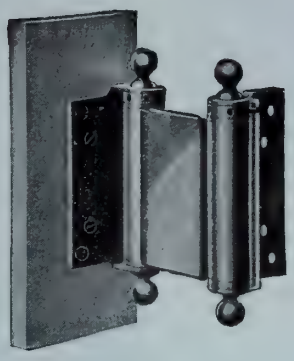

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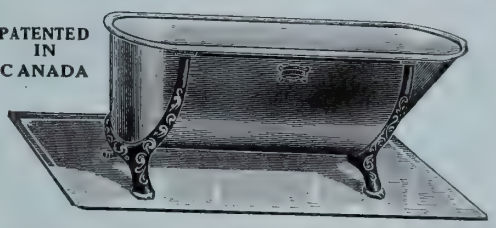

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Walter Woods Ltd., Hamilton, Ont.

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Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

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W. Walker & Sons, Ltd., Toronto, Ont.

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Walter Woods Ltd., Hamilton, Ont.

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Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

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Parmenter & Bulloch, Gananoque, Ont.

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Chicago Spring Butt Co., Chicago Ill.
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B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

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W. Walker & Son, Ltd., Toronto.

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The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

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Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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The United Royalities Corp., New York, N.Y.

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Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

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Dominion Cartridge Co., Ltd., Montreal.

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The Bassick Co., Bridgeport, Conn.

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The Barrett Co., Ltd.,

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

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Evans & Co., Ltd., Montreal, Que.

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CHAINS, JACK
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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
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Sterling Foundry Co.

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Steel Co., of Canada Ltd., The, Hamilton, Ont.

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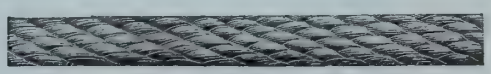

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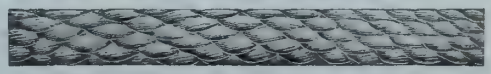

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

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Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
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Banwell-Hoxie Wire Fence Co., Hamilton.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

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Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
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Wheeler & Bain, Ltd., Toronto, Ont.
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Collette Mfg Co., Collingwood.
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Walter Woods Ltd., Hamilton, Ont.

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The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

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Sturgeons Limited, Toronto.

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The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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ESCUTCHEON PINS
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Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.

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The Stanley Works, New Britain, Conn.
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FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

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New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

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Nicholson File Co., Port Hope, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

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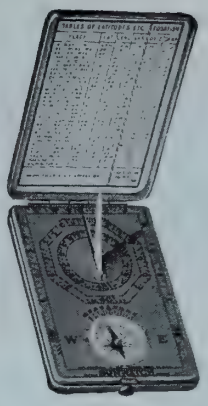

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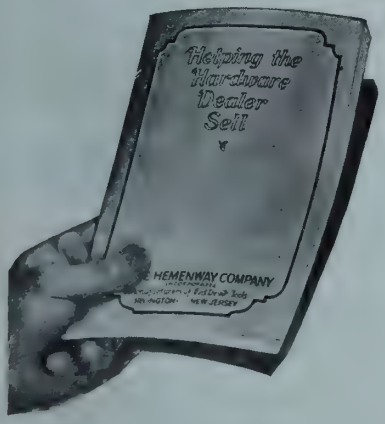

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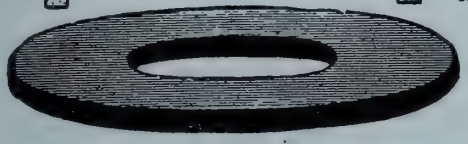

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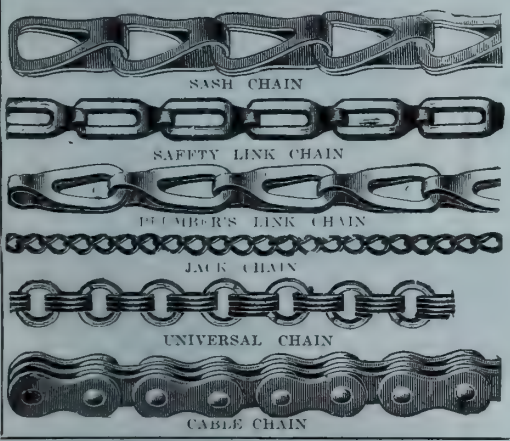

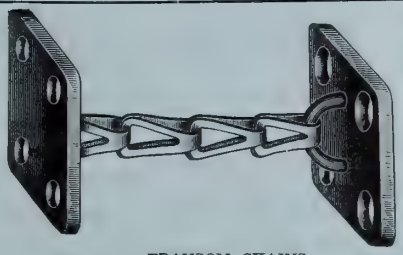

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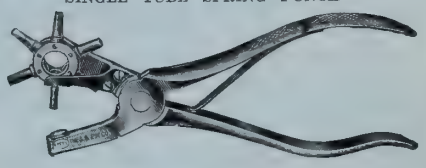

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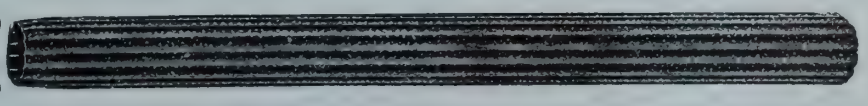

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L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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OILCLOTH, RUGS, FLOOR
Conguleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limitéd, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

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Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

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The Deco-Tint Co., Montreal, Que.
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The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

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Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
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The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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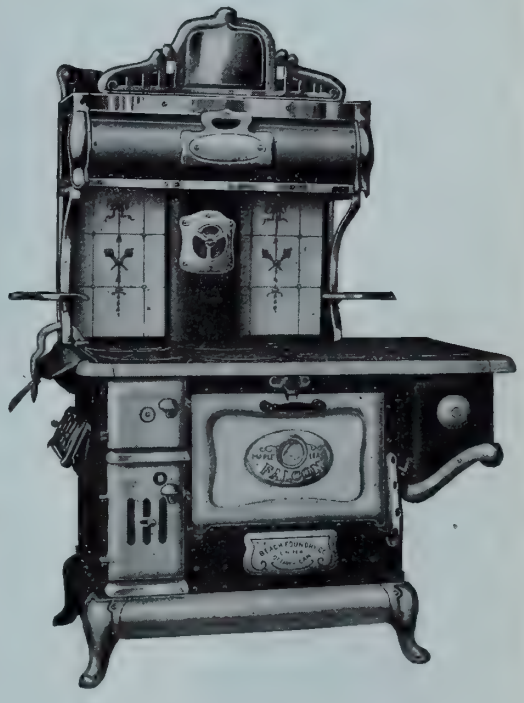

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Darral Bros., Sutton, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
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PIPE, CONDUCTOR
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Can. Fairbanks-Morse Co., Montreal, Que.

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Smith & Hemenway Co., Irvington, N. J.

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Millers Falls Company, Millers Falls, Mass.

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Buffalo Specialty Co., Buffalo, N.Y.

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Jas. Oakey & Sons, Ltd., London, England.

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H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

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The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Beatty Bros., Ltd., Fergus, Ont.
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S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
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S. F. Bowser Company, Ltd., Toronto, Can.

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Ashwell & Nesbitt, Ltd., Leicester, Eng.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

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Canada Paint Co., Montreal, Que.
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A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

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Jenkins Bros., Ltd., Montreal, Que.
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B. J. Coghlin Co., Ltd., Montreal.

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B. J. Coghlin Co., Ltd., Montreal.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

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Godell-Pratt Co., Greenfield, Mass.

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Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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Marlin Firearms Corporation, New Haven, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co. St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Geo. W. Reed & Co., Montreal, Que.

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Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

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W. Walker & Son, Ltd., Toronto, Ont.

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Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
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The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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RULES, FOLDING BOXWOOD
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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

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T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
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Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

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Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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La Manufacture de Scies de Levis, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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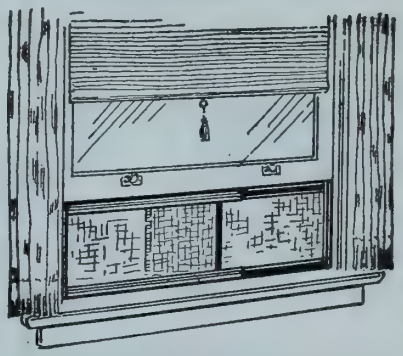
COMBINATION
SCREEN AND STORM DOORS



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With coal scarce and high in price every live hardware man is going to put in a good stock of Brantford Storm and Combination Doors. These doors will save many a ton of coal and pay for themselves before the winter is half over. Get them on the floor as soon as the screen door and refrigerator season is over and get the all-year-around business.

Draft Screen Window Ventilators. There's going to be almost as much demand for them for the windows in winter as for fly screens in summer. Lets in the fresh air, keeps out the draft and snow, dust and dirt. Get some of this business; there is going to be a lot of it.

Refrigerators

30 different styles and sizes. The old reliable "Brantford Line," Canada's leading refrigerator for over a quarter century.

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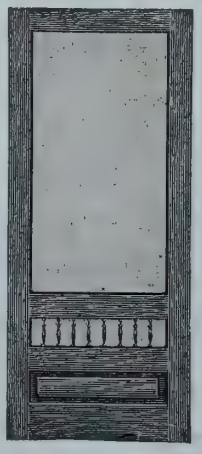

HAM BROTHERS CO., LIMITED, Brantford, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Osnawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SIGN AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Totonto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Micn.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montrea.l
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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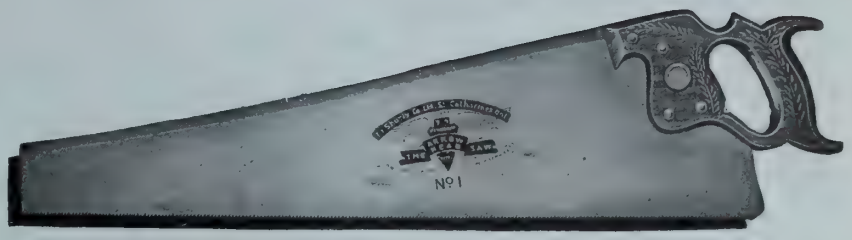
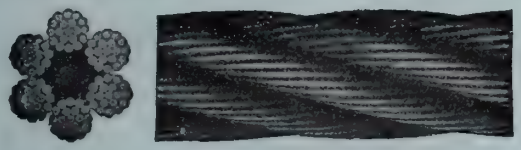


WIRE ROPE AND FITTINGS



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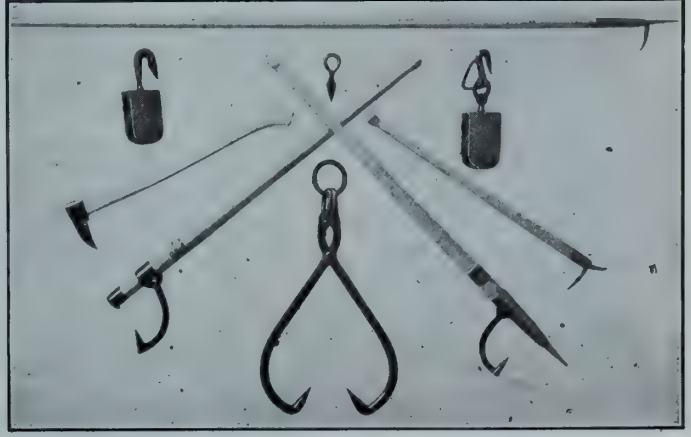

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Moutreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co.. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
Swan Mfg., Co., Winnipeg, Man.
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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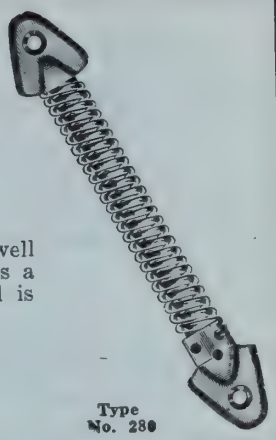

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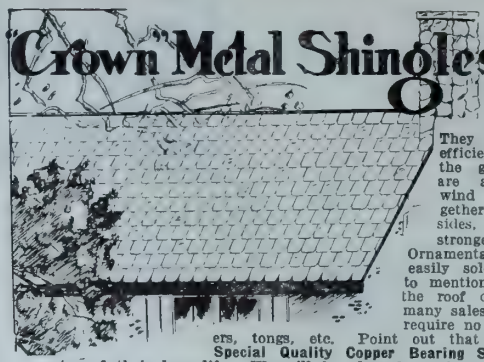

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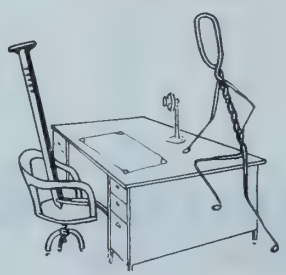

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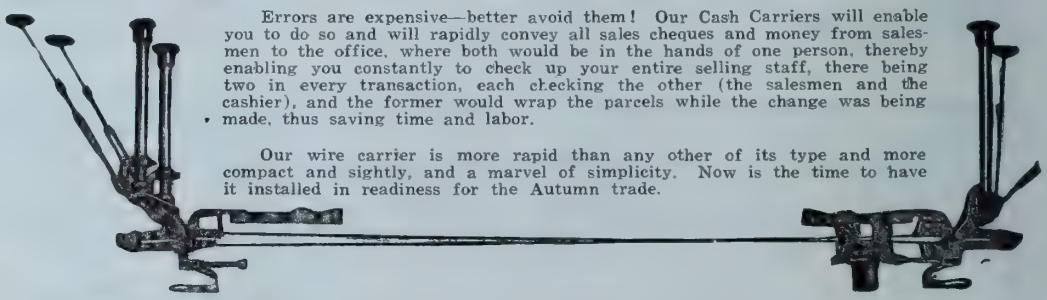

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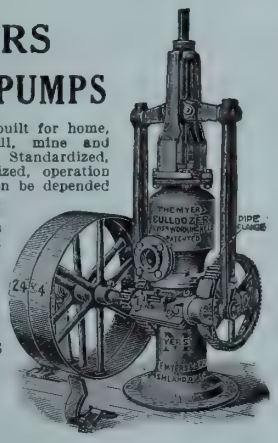

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Vol. XXXIV. No. 36 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA September 9, 1922

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Good in the sense that the quality is there—backed by a guarantee. Good in the sense that it is the best obtainable for the purpose for which it is made—to beautify and to preserve. Good in the sense that it brings that satisfaction to the user which means increased confidence and repeat sales for the dealer.

Guarantee

WE GUARANTEE THE MARTIN-SENOUR 100% PURE PAINT (except inside white and a few dark shades that cannot be prepared from lead and zinc) to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely FREE from water, benzine, whiting and other adulterations, and SOLD SUBJECT TO CHEMICAL ANALYSIS.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

MARTIN-SENOUR
100% PURE
PAINTS AND VARNISHES

are a complete line of paint and varnish products that build steady sales. Prestige and profit come hand in hand to the M-S dealer agent.

Merchants interested in bigger Paint Sales should investigate the Martin-Senour Plan. Quality Products plus intelligent Sales promotion and co-operation make it the line of Steady Profit. Our advertising plans for 1923 will beat all records.

Detailed particulars gladly sent on request.

"Save the surface and you save all" *Paint & Varnish*

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

When You Sell an Eveready . . .

EVEREADY
SPOTLIGHT
with 300 foot
range

. . . . . .

you are selling more than a flashlight. You are selling the acknowledged leader among flashlights. The first flashlight made was the Eveready—and it is still the **first** flashlight in the choice of all discriminating buyers.

Each new season brings out new uses for Eveready. Now that Fall and Winter are at hand—longer nights, semi-dark evenings—there will be more need than ever for Eveready Flashlights.

Send your order to your jobber today and insure **your** share of Eveready profits.

The Eveready Unit Cells

The greatest step in simplifying the selling of Flashlight Batteries. These two units (No. 950 and No. 935) in various combinations, fit any tubular flashlight sold. Order a handy display carton of Eveready Unit Cells through your jobber.

EVEREADY
FLASHLIGHTS
& BATTERIES

CANADIAN NATIONAL CARBON CO.
LIMITED

MONTREAL TORONTO WINNIPEG

9TE

COMET ROOFING

No. 1.

No. 2.

No. 3

A Roofing of Excellent Value at a Moderate Price

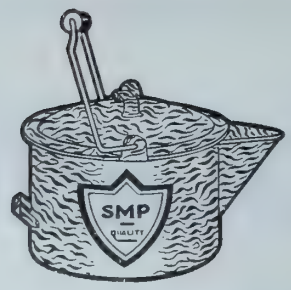
Made of good grade felt, well saturated, finished on one side with fine Talc and on the other with a light coating of Silica sand, the Silica sand makes a durable surfacing and offers additional fire protection.

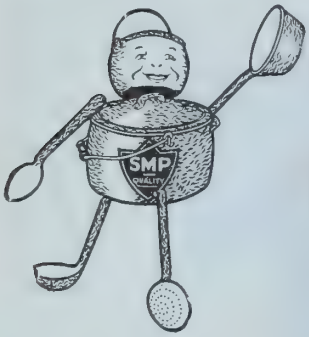
Put up in rolls containing 108 square feet sufficient to cover one square or one hundred square feet of roof area. Supplied in three weights: No. 1, No. 2, No. 3, weighing approximately 35 pounds, 45 pounds and 55 pounds. Nails and cement with directions for laying packed in the centre of each roll.

H. S. HOWLAND, SONS & CO.
LIMITED

TORONTO

If interested tear out this page and place with letters to be answered





Mr. SMP

Copyright Canada 1922
by The SMP Co. of Canada, Limited

Use These Free Cuts to Illustrate Your Ads.

Mark the cuts you want with pen or pencil, tear out this whole page and mail it to us. Be sure to enclose your name and address. We will send the cuts you require absolutely free of charge if you will undertake to make use of them to advertise

SMP *Diamond or Pearl* WARE

Ask our traveller next time he calls to show you the other cuts which we will supply free of charge to all SMP dealers.

This is part of our plan of dealer co-operation.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

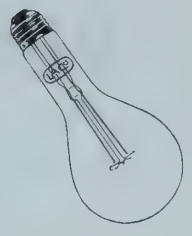
If interested tear out this page and place with letters to be answered

Dealers Pay for Laco Lamps after they are sold

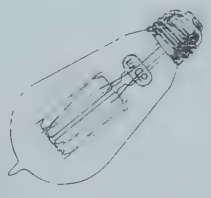
We are ready to make a contract with live business-getting Retail Dealers and place with them a stock of Laco Lamps on consignment.

You, as a Dealer, will have no money tied up in stocks. You will simply render a monthly statement with a **remittance for the lamps you have actually sold.**

The consignment stocks are arranged to fit every Dealer's requirements. You make a full margin of profit as the resale prices give you a profit on every sale. This also means you can handle all the lamp business in your vicinity, from household to the largest factory business.



NITRO TYPE
50 to 1,000 Watt.



STRAIGHT SIZE
10 to 100 Watt.

MILL TYPE
15 to 50 Watt.

ROUND BULB
15 to 40 Watt.

Our Guarantee

We absolutely guarantee Laco Lamps to be of the finest quality and unexcelled by any other make.

Laco Lamps are manufactured under licenses granted on the fundamental Canadian lamp patents which cover the best developments known in lamp-making science the world over.

THIS IS THE MOST ATTRACTIVE OFFER FOR ANY AND EVERY HARDWARE MERCHANT. WRITE TO-DAY FOR FURTHER PARTICULARS AND PRICES.

Canadian Laco Lamps, Limited

Montreal **Toronto** **Winnipeg** **Vancouver**

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

VERY MUCH CANADIAN

Sell

THE BEAVER AXE

A Warranted Product

JAMES SMART PLANT

BROCKVILLE, ONTARIO

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

YOU ARE RIGHT!

WE ARE not doing you any favor or bestowing charity when we advertise *Tycos* Thermometers in a national way. We are doing what every manufacturer who expects favors from you should do.

Your good will, your profits, your sales are of deep concern to us. So we advertise to help you all that we possibly can, knowing that you in turn will be glad and anxious to get our good will, to help our sales and our profits by displaying and selling *Tycos* Thermometers.

Could anything be fairer than that?

There's a ***Tycos*** or ***Taylor*** Temperature Instrument for Every Purpose.

Our latest catalog shows how we fulfil our obligations to you. You are entitled to a copy because it is figured in the cost of the goods to you.

Taylor Instrument Companies

110-112 Church Street, Toronto

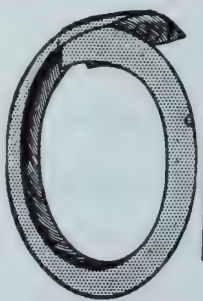
D-25

If interested tear out this page and place with letters to be answered

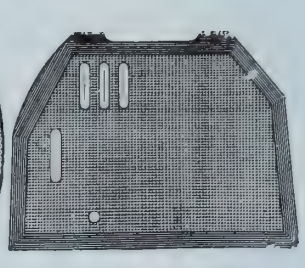
TRADE MARK
GP
BRAND

Automotive Equipment

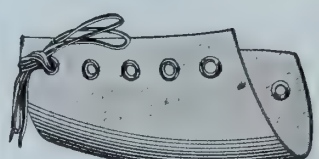
Well-Known — Reliable — Quick-Selling



Reliner.



Windproof Mat.



Lace-on Boot.

Sealtite Patches.

Whenever it comes to auto equipment made of rubber, then the real quality, on which you can found worthwhile sales, is sure to be found in "Gutta Percha" Auto Equipment.

Your customers are interested in Running Board Mats, Radiator Hose, Rubber Headed Mallets, Blow-out Patches, Cementless Patches, Vulka Patches, Sealtite Patches, Floor Mats, Gasoline Hose, Ford Pedal Rubbers, Windproof Mats, etc. Display them! Advertise them! Push them! Every effort you put into the popular "G-P" line comes back to you in the shape of handsome profit.

"Quality All Through"

Gutta Percha & Rubber

LIMITED

HEAD OFFICES AND FACTORIES—TORONTO

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered

"What's in a Name?"

Says the Wise Old Owl

'Tis better far to make a name
Than to inherit it.
No name e'er yet endured in fame
That did not merit it.
There lives no man who has not heard,
From East to West "Gillette,"
'Twas once a name, 'tis now THE WORD
For the best razor yet.

Shakespeare asked the question and answered it with "That which we call a rose by any other name would smell as sweet."

But Gillette Safety Razors by any other name could not sell as well.

The Gillette is more than the best razor. It is the best advertised razor in the World.

No time consuming argument for the dealer, no explanations, no "ifs" or "buts."

The Gillette Safety Razor is tried, proved and established.

On your customers the Gillette name has a familiar, friendly influence that saves you time and money and gains good will--

-and every razor sold means a customer for blades-- a permanent satisfied customer calling on you regularly throughout the year.

Gillette
Safety Razor

The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

Stray Cats and Dogs

THEY are a poor lot as a rule. You do not find pedigreed Boston bulls or full-bred Angora cats roaming through the streets, homeless. A dog that has a pedigree and a good name generally has a good home.

What have stray cats and dogs to do with sheet metal? Just this:

There are various kinds of sheet metal which wander through the trade like stray cats and dogs. They have no known name that can be depended upon, no real pedigree behind them that can be trusted absolutely, no qualities, visible or hidden, that you could be sure of in actual service.

Then, there is "Armco" Ingot Iron.

"Armco" Ingot Iron is the rust-resisting iron. It has a name and pedigree that is known nationally. You can find out exactly what it is and what it will do. It is stamped with a mark that guarantees responsibility in every sense of the word.

When people come to you to have sheet-metal work done, mention "Armco," and invariably they will know what you mean. They will be willing to pay a little higher price when you explain to them that they will get more years of service from "Armco" Ingot Iron than they would from ordinary iron or steel.

If you use "Armco" Ingot Iron you are using a product with a name that people know. Remember that stray dogs and cats never win blue ribbons. And the price of success in your particular business is not to be won except by the use of materials that are good, that have a pedigree, and are absolutely reliable.

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

ARMCO

TRADE MARK

INGOT IRON

Resists Rust

If interested tear out this page and place with letters to be answered

STEEL & IRON PRODUCTS

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic **Malleable** **Foundry**

STEEL AND IRON BARS OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars **Track Bolts** **Tie Plates** **Tie Rods** **Spikes**

SCREWS

Steel
Brass
Bronze
Wood and
Machine
Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horsehoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps **Cross Arm Braces** **Guy Clamps** **Guy Rods**

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Putty
Shot

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

THE STEEL COMPANY OF CANADA LIMITED

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

General Offices:

HAMILTON AND MONTREAL

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

If interested tear out this page and place with letters to be answered

The Question ? ? ?

THERE ARE TWO QUESTIONS THAT HARDWARE MEN ARE ASKING THEMSELVES:

1. How can I meet the reduced prices that are demanded of me when so much of my essential upkeep cannot be reduced? My rent or carrying charges are not coming down and I don't want to cut wages.

2. When I have reduced prices how can I convince my buying public that they are down as far as they can go?

The first question to fit most cases might be, how can I sell more goods? How can I do with less help? How can we get same turnover in a smaller store? To all these questions the answer is:

WALKER WALL CASES, COUNTERS & SHOW CASES

Save 25% of the space and labor for you and please your buying public by quicker service, clean goods, always on display.

Send your floor plan and ideas for catalog and prices.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
KITCHENER, ONTARIO

Stove Pipes and Elbows

Davidson's "Sterling" Stove Pipes are made in three sizes in black, under an improved patent. These pipes are die cut, which ensures perfect fitting—they will not telescope and can easily be put together by hand (no tools required). Also ask us for Tee pipes, chimney thimbles and caps and stove pipe dampers.

The "Empire" elbow is well made in one piece of corrugated blued steel in three sizes and in three smaller sizes for gas stove pipes.

Two other Davidson lines, **"Standard"** and **"Bevel,"** are also one-piece elbows, both pleated and in two sizes

STOVE BOARDS, wood lined and lithographed in assorted colors and many sizes. A few sizes also in paper lined boards.

Prompt shipment guaranteed on all orders.

The Thos. Davidson Mfg. Co. Limited

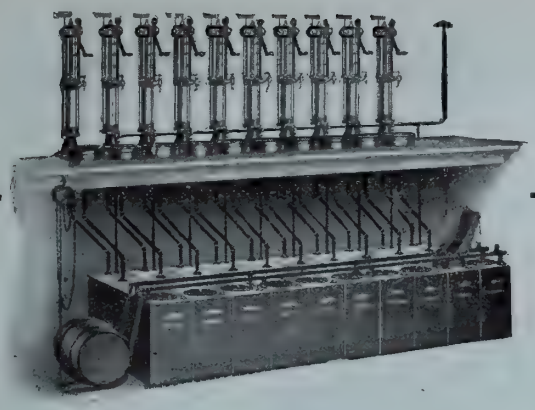
Established 1860

Head Office - Montreal

TORONTO WINNIPEG CALGARY VANCOUVER

DAVIDSON

If interested tear out this page and place with letters to be answered



Basement Type Paint Oil Battery

Get More Profits From Paint Oils

Handle paint and lubricating oils in the new fashioned way—in tanks and with Bowser Pumps. That's the money-making way, because you avoid waste, check receipts and sales—and make profits a certainty.

Install a battery of Bowser tanks as illustrated—one tank for each oil. Line the Pumps up against the wall, neatly and compactly. Get your oils out where customers can see them, and they will be constantly reminded to buy more.

The Bowser piston-type measuring pumps deliver exactly the amount of oil required directly into the container, eliminating spillage. The evaporation-proof, all-metal construction eliminates leakage and gumming. Thus, Bowser equipment reduces costs, increases profits and insures against fire.

Write for illustrated booklet C-16 and find out how to make **more** money on oils.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO., LTD.
1668 Fraser Ave.
TORONTO - CANADA

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.

Carload Oil Storage Tanks.

Power Pumps.

Dry Cleaners' Underground Naphtha Clarifying Systems.

Richardson - Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

Yankee Steel Tape No. 518
¾" wide, in steel case covered with Atholeather. Folding flush handle and trimmings nickel plated. Very serviceable yet moderate priced tape.

Nickel Plated Pocket Level No. 135
Made from hexagonal stock ¾" and ½" respectively. A handy level easily carried in the pocket.

Fay Spring Dividers No. 77
With quick-adjusting, automatic closing spring nut. Its use saves much valuable time.

Leveling Instrument No. 101
An accurate instrument that will do all a transit will do except measure vertical angles. No special knowledge of engineering or higher mathematics needed to operate it. The price of $15.00 brings it within the reach of every builder and contractor.

Combination Square No. 94
Combines a marking gage, rule, square, miter, plumb, level and gage in one tool. Invaluable on the job. Sells for $1.50.

For Builders and Contractors

It pays to keep in touch with local building conditions. Builders, contractors and carpenters not only buy a great deal of building hardware but they are excellent customers for Starrett Tools. Some of the tools in which they are especially interested are shown at the left.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

The
L. S. Starrett Co.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
Athol, Mass.

42-402

Sell Starrett Tools

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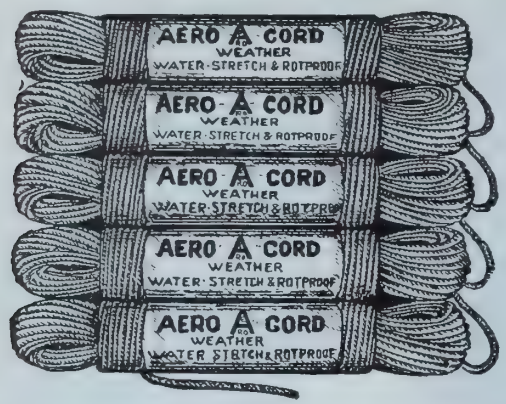


The Cord With a Heart

This is the cordage—indoors or out—that actual tests have proven the best.
It excels in tensile strength—the heart is covered by braided, multiple plies of cotton under high tension.
It is weather—rot—stretch proof.
It is certainly the best cordage made.

Buy it from your Jobber

The Aero Mfg. Co., Ltd.
LENNOXVILLE, QUE.

Western Agents:
H. L. PERRY CO., LTD.
Winnipeg

More Profitable Lines for the Hardware Dealer

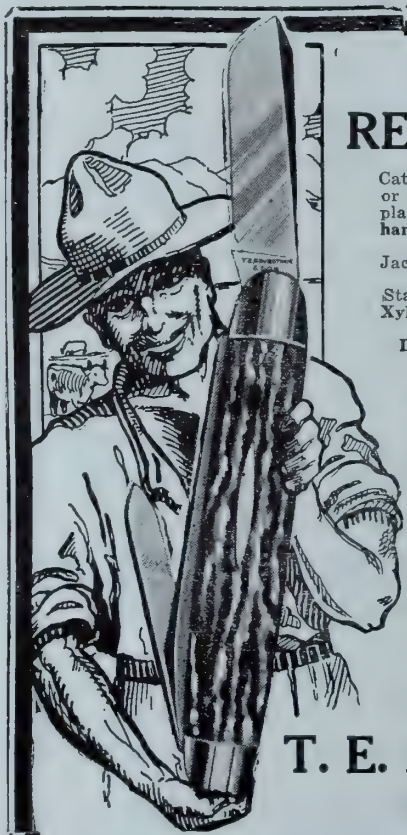
Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



PRICE REDUCTIONS

Cattle Knife as illustrated, or with leather borer in place of Pen-Blade. **Stag handle, 41/6 doz.**

Jack Knives from 7/-doz.

Stainless table knives **Xylo handles 24/- doz.**

Dessert ditto, 20/-doz.

The new stainless Nickel forks and spoons. **Dessert 7/9, Table 10/- doz.**

All above subject to discount for quantities.

Order direct for early deliveries.

Goods sent cash against documents.

C.I.F. charges added at cost.

T. E. Rowbotham & Son

Globe Works, Penistone Rd.
SHEFFIELD, ENGLAND

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Maple Leaf Stitched Cotton Belting
Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

from ore to finished product

DOMINION IRON & STEEL CO.,
Limited
NOVA SCOTIA STEEL & COAL CO.
Limited
DOMINION COAL CO., LIMITED
ACADIA COAL CO., LIMITED
HALIFAX SHIPYARDS, LIMITED
EASTERN CAR CO., LIMITED

A group of vast industries commanding unlimited resources of ore, coal and other raw materials for the making of steel products of every description.

All Controlled by the

British Empire Steel Corporation, Limited

Canada Cement Building
MONTREAL

By reason of the magnitude of the operations of our constituent companies, combined with a balanced, highly efficient organization, we are in a unique position to serve the needs of the industries of the world—and of Canada in particular.

—ALL *within the empire*

If interested tear out this page and place with letters to be answered

Why Hardware and Metal has Such a Large Western Canada Circulation

THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Western Canada.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the only hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

Member A.B.C. **HARDWARE & METAL** *Member A.B.P*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

UNITED STATES OFFICES—New York, Room 1606, St. James Building, 1138 Broadway, (corner 26th Street; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn St., Phone, Wabash 9430.

If interested tear out this page and place with letters to be answered

Go on With A Twist

Sell With A Bang

--And Mr. Dealer

You can make good profits on **Mendets** because—

1. They are in constant demand.
2. They cost little.
3. They take small space.

Don't miss out on this good one.

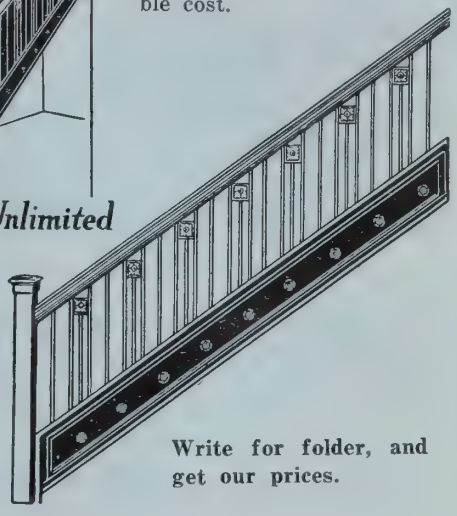
Order From Your Jobber

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

DENNIS
Simplex Steel Stairs

Strong, rigid, light, satisfactory stairs of ornamental appearance at lowest possible cost.

Strength Unlimited



Write for folder, and get our prices.

No 101

THE DENNIS WIRE AND IRON WORKS CO LIMITED
LONDON CANADA

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

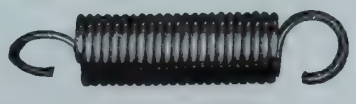
Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



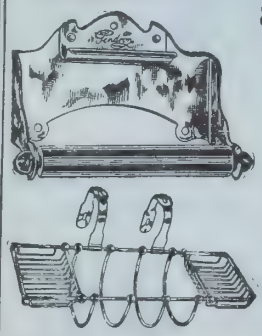
We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Bathroom Fittings

TORONTO Gendron CANADA

TORONTO Gendron CANADA

and Hardware Specialties



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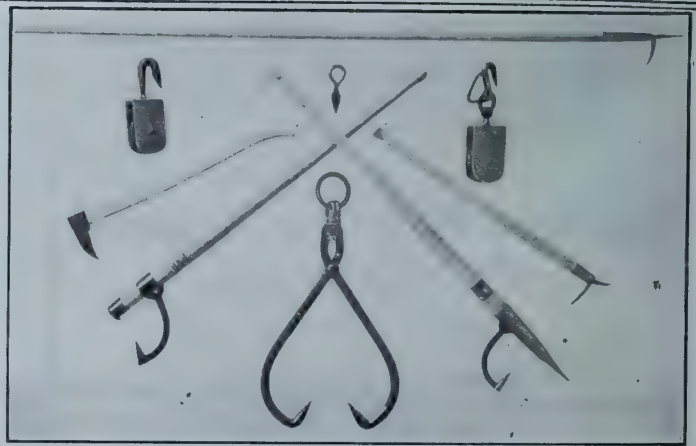

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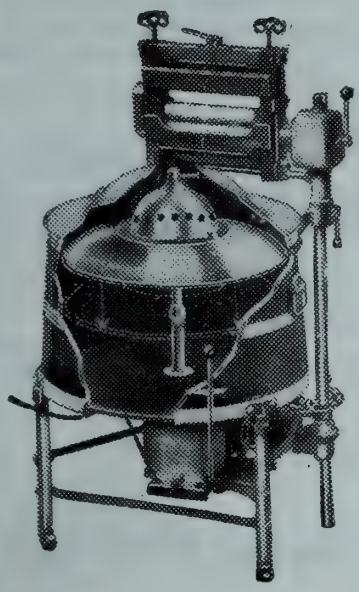

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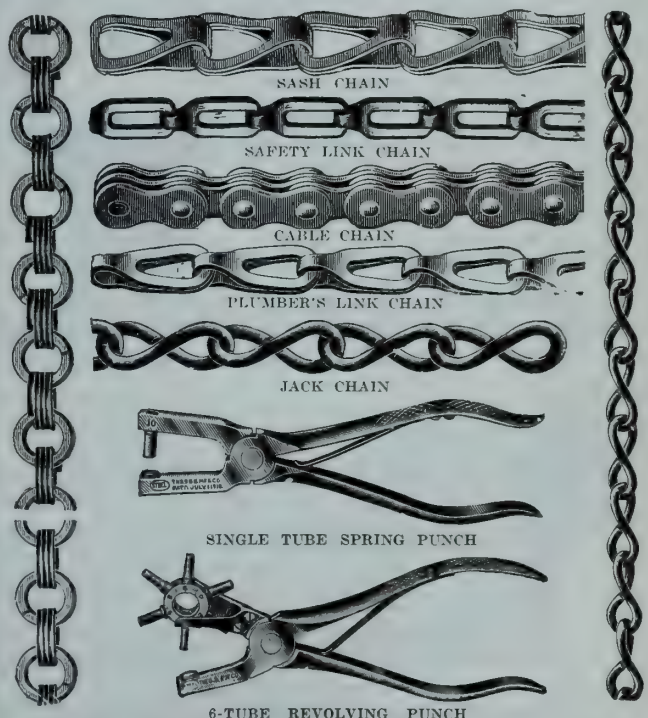

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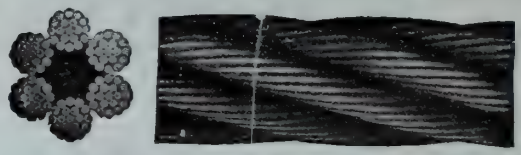

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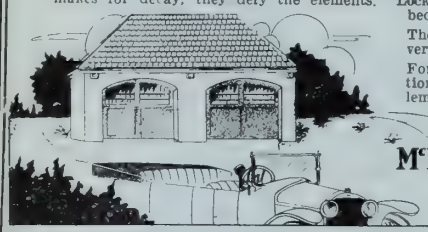

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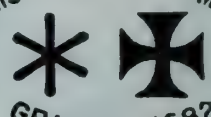

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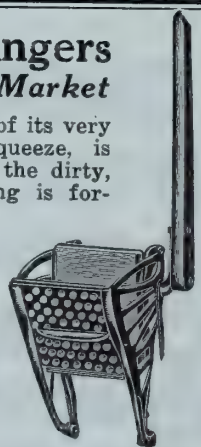

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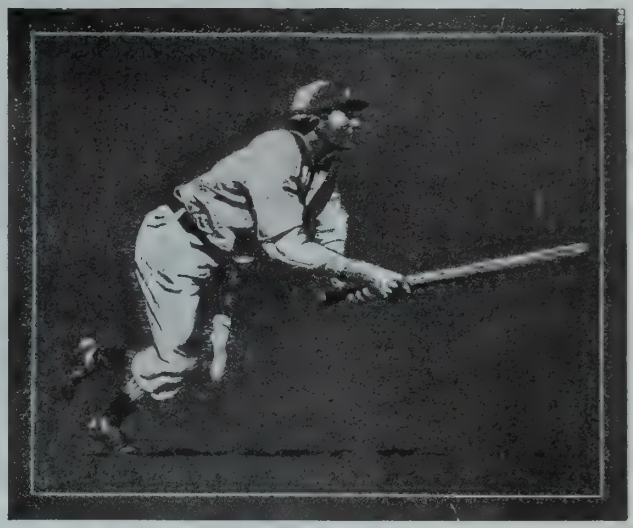

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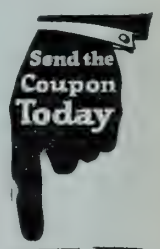

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Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) **Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.**

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While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV SEPTEMBER 9, 1922 No. 36

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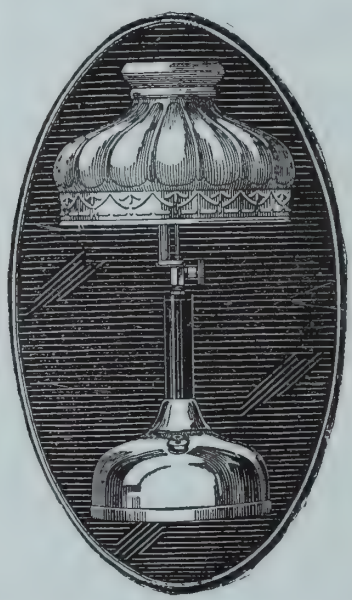

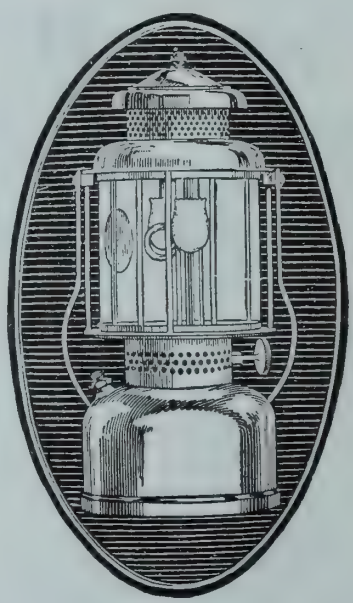

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TORONTO, CANADA

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, SEPTEMBER 9, 1922 No. 36

Hot Protest by Retailers re Jobber

Delegation of London Retail Hardwaremen Attend Executive Committee Meeting of Ontario Retail Hardware Ass'n. to Outline Alleged Grievances Over Sale of Hardware by Retail at Wholesale Prices by Hobbs Hardware Co. of London—Company Official Denies Such Practice

A MEETING of the Executive Committee of the Ontario Retail Hardware Association was held in Toronto this week to meet a deputation from the London Retail Hardware Association and to discuss matters in connection with grievances of retailers regarding the sale by jobbers of hardware at wholesale prices direct to consumers and also to take up matters in connection with the forthcoming convention and exhibition to be held at Toronto.

The London delegation consisted of T. H. Purdom, Purdom Hardware Co.; H. Crummer, Cowan Hardware Co., and Wm. O'Dell, of O'Dell Hardware Co.

The subject was introduced to the committee by Secretary Macpherson, who stated that he visited the London Association in July at the request of the London merchants who advised him that they were meeting with very unfair competition from the Hobbs Hardware Co. of London, which firm, it was claimed, was conducting a regular retail business in their wholesale warehouse and were using their wholesale sample room for the purpose of retailing hardware and selling to the general public at the regular wholesale prices paid by retail hardware merchants. Mr. Macpherson stated that in connection with his visit to London and after hearing the claims made by the London retail hardwaremen that he had visited Mr. C. A. Whitwam, Managing Director of the Hobbs Hardware Co., but had not been able to receive any satisfaction from him regarding the matter.

T. H. Purdom Speaks

T. H. Purdom acted as spokesman for the London delegation and made the following statement: "Last January we hardwaremen in London thought it would be advisable to take up with Mr. Whitwam, of the Hobbs Hardware Co., the question of the unsatisfactory conditions which have been caused in London through that company selling by retail, articles of hardware at wholesale prices to any person coming into their place of business. We arranged for a meeting with Mr. Whitwam and asked if it would not be possible to stop the practice of allowing the general public to buy hardware at prices which were supposed to represent the prices to the retail trade only. Mr. Whitwam told us that we had to show him what we could do in regard to buying goods from them because London retail hardwaremen did not buy much from the Hobbs Hardware Co. due to this competition. It was decided to let the matter rest for three months during which time the retailers agreed that they would give the Hobbs Hardware Co. as much business as they possibly could. At the end of three months we again took the matter up with Mr. Whitwam and he told us that it would be well to wait for six months and then he could tell us what the directors of his company would do. This was in the best season of the year and they were getting the cream of the business but we waited and then went back to him again. Unfortunately we could make no progress at all. He talked of the crops and other things but would give us no satisfaction on the point in question and we went away disgusted. We felt that we had given them six months business for nothing and that they had treated us in a very discourteous way. Therefore we had Mr. Macpherson come to see us and on his suggestion we sent out letters to retail hardwaremen in the district to sound out their opinion on the matter.

Many Retail Customers

"The Hobbs Hardware Co. gets the builders' and factory trade and you will also find at times fifty to seventy-five retail customers buying every line of hardware at cost price over the counter in their wholesale warehouse. We did not ask the Hobbs Hardware Co. to stop selling factories or large builders but merely asked them to stop selling the people coming in off the street.

"We spent $15,000 with them in a few months and this money has just been thrown away, as far as this situation is concerned.

"The Hobbs Hardware Co. have advertised in a London paper with a local distribution and which is distributed from house to house. In this way they solicited business from the general public.

A Case in Point

"One instance of selling retail was in connection with Oneida Community silverware. The Hobbs Hardware Co. have been selling this to the public in a retail way at wholesale prices. This condition became so bad that the jewellers of London shipped back to the Oneida Community Co. plated ware to the value of about $6,000. The retail hardware merchants are planning to follow out a somewhat similar plan. We took this matter up with the Oneida Community Co. and they expressed a desire to eliminate unfair competition if such existed. Their representative came to London and we understand that he called upon the Hobbs Hardware Co. and was told that his company's goods were not being sold retail at wholesale prices. The official of Oneida Community Ltd. told us of the result of their visit and stated that they were handicapped unless actual proof could be secured to show that sales of their goods were actually made at wholesale prices. We have been able to secure evidence of these sales having been made and I have here two receipts or cash slips from the Hobbs Hardware Co. showing where private individuals have bought Oneida Community ware at wholesale prices. We are going to turn these over to this manufacturer and see what action they will take.

"To show what effect this condition of affairs has had in certain cases, one retail hardwareman who was a good customer of the Hobbs Hardware Co. but who was not known to the clerks in the sample rooms went into the wholesale house with a list of articles of builders' hardware. He entered the company's premises as a stranger to these clerks, asked for and secured prices on the articles listed. Upon receiving and examining the prices he found that they were the same as those at which he bought for his business and announced then that his business connections with the company would cease."

In closing his remarks, Mr. Purdom stated that Mr. Whitwam had told him on one occasion that if a person came to

their warehouse to buy a dollar's worth of goods that they could not legally refuse to sell him.

Howard Crummer, of the Cowan Hardware Co., was the next speaker and stated that the wholesale firm in question was doing such a large retail business right in London that it did not care anything about the local retailers' trade. If they could sell both to retailers and consumers so much the better for them. "We have humiliated ourselves and also agreed to give them 50 per cent. of business placed with jobbing houses if the unsatisfactory condition could be adjusted. We have been giving them 75 per cent. of our purchases from jobbers for many years. When talking with Mr. Whitwam I said: 'In view of this record do you think you are fairly entitled to this business?' His reply indicated that they did not care anything for the hardwareman. They say they are protecting the out-of-town merchants. This may be the case in Chatham, Strathroy and other such points where they do not get enough business from consumers to justify breaking connections with these retailers. I believe that the Hobbs Hardware Co. do a retail business of about $300,000 a year, that the wholesale department is busy constantly, selling in a retail way, and during the Christmas season it is crowded with customers. The business has grown to such an extent that where only two clerks were employed a few years ago, eight to ten clerks are now constantly employed. The clerks take the orders from the public in the sample rooms and there are messenger boys who take the orders up into the stock departments and bring the goods down to the customers. Deliveries are made of parcels to any part of the city. Salesmen are employed to call regularly upon contractors and the employees of these contractors are told that they can buy tools and any other hardware requirements at wholesale prices from this firm."

Wm. O'Dell, of O'Dell Hardware, London, stated that the condition has been keenly felt for many years but that it has been much worse within the past year than ever before. "We are practically all new merchants in London since the trouble had its inception," said Mr. O'Dell.

Farmer Buys From Hobbs

W. H. Bartlett, of the St. Mary's Hardware Co., St. Mary's, Ont., who is also an executive member of the Ontario Retail Hardware Association, stated that they had also felt the effect of what he stated to be unfair competition by this company. He told how a farmer visited a retail hardware store in his town and asked a price on a certain size of glass. On receiving a price he announced that he could buy it much cheaper from a neighboring farmer who had purchased more than his requirements direct from the Hobbs Hardware Co. Due to the fact that farmers buy glass chiefly of a certain size for use in stable windows, etc., Mr. Bartlett pointed out that the plan followed by this farmer and probably by others, was capable of great extension with resultant loss of and disorganization of legitimate business of local hardwaremen.

Letters From Retailers in Other Places

Secretary Macpherson then read letters which had been turned over to him by the London retailers, expressing the views of merchants in places outside of London. These were replies to the letter previously referred to as having been sent out by the London association. Names of these retailers have been withheld for the present but Hardware and Metal has seen the original letters and has taken copies of them with all names and addresses included. These letters are as follows:

"We have had the same competition from the Hobbs Hardware Co. A number of our customers have bought there at wholesale prices. We hope that you will be able to do something to put a stop to this class of competition, as it is anything but fair to the retail trade, and as far as we are concerned we do not buy anything from the Hobbs Hardware Co."

"We are right in line with you on your movement against Hobbs.

"We have not been so seriously affected out here as you have in the city but aside from that we do not approve of their principles at all after that class of trade and think it should be stopped if possible.

"We have been buying from Hobbs for about 20 years and for this very reason have given Howdens a share of the trade the last year or so. We have some warm friends at Hobbs but we cannot sanction this business principle and will gladly take a stand with you London men."

"We have always wondered why this sort of retailing by the Hobbs Hardware Co. was done.

"While it does not probably affect us as much as those nearer London still we are frequently told that customers can get and are getting goods from the Hobbs Co. at almost our wholesale prices.

"We take this opportunity of protesting against any such practice by any wholesaler, and trust that this will have its effect on them."

"Re Hobbs Hardware Co. selling to the public, I do not think it right and I have spoken to them about same but they say they have always done so and are selling at retail prices and they claim that they all do it; in fact I know others doing it in London. I have caught Howdens doing same and am at a loss to know how to stop it. If I can assist in stopping same I will be with you."

"I certainly appreciate the step your association is taking as I have been affected considerably that I know of and undoubtedly considerable that I do not know of and I do not think it fair competition for them to retail at the near wholesale prices which they are doing.

"Assuring you that I will be pleased to do anything I can to swell your protest."

"I certainly object to having to compete with wholesale houses doing a retail business with my customers. Several cases have come to my notice. A number of my customers have got their glass and one man that I know of got his builders' hardware, locks, etc., from Hobbs hardware.

"Trusting you will be able to do something to stop this unfair competition."

"We are a little too far away to have any trouble with our customers buying from Hobbs Hardware Co., but think it is not fair to retail men for wholesalers to sell retail and think we should stick together."

"We have not heard of The Hobbs Co. selling retail in this vicinity but it certainly is very unfair and we will put up a protest if we run up against this unfair competition."

"We have not lately noticed any unfair competition re Hobbs Hardware Co."

"I have often gone into the Hobbs Hardware Company and there met one of my customers, and the result is that I have quit dealing with them almost entirely.

"If the rest of the London merchants and those in nearby towns would do as I have done the Hobbs Hardware Company will have to be either wholesale or retail."

"While we agree that it is unfair for the Hobbs Hardware Co. to sell retail, still we understand there has been some friction between the retail hardware men in London and the Hobbs Hardware Co. and we do not like to pass judgment without knowing the other side. True, we sometimes have a customer who says they have bought something from the Hobbs Hardware Co. and we would like to see the London Retail Hardware Association call on Colonel Hobbs and get their little differences settled. If a deputation from the different towns would be of any assistance you can use us."

"Re Hobbs Hardware Company retailing throughout the Western Ontario district at practically wholesale prices:

"We beg to state that a year or so ago we entered this complaint direct with the Hobbs Hardware Co. and they replied to us that they never sold to any person except dealers. However, the writer has several times been in their salesroom and the impression has been made that they do sell retail when you see people buying such items as a pint or quart of paint or just one small item. We are therefore of the opinion that they sell retail and are quite justified in assisting you to enter a strong protest against this practice.

(Continued on Page 50)

Hardwaremen Oppose C. O. D. Post

Sudden Announcement of Early Enforcement of C.O.D. Service in Parcel Post Much Resented by Hardwaremen—Direct Advantage to Mail Order and Department Stores and a Burden on Country—Oppose Paying Stamps on Drafts—Ask Use of Revenue Stamps on Cheques, etc.

A NUMBER of important resolutions were adopted at the meeting of the executive committee of the Ontario Retail Hardware Association in Toronto on Monday. The first of these dealt with the C.O.D. service in connection with the parcel post, announcement of which came like a "bolt from the blue" to retailers. The resolution was as follows:

Whereas through the introduction of a C.O.D. Service, to become effective October 1, which in reality appoints postmasters, letter carriers and rural route mail deliverers collecting agents for large city departmental stores and mail order houses, and whereas it is our belief that this extension will work to the detriment of the retail stores who contribute largely to the taxes of the communities in which they are located and that it will be materially to the advantage of said mail order houses and department stores who contribute nothing to the municipal taxes except where they are located. And whereas we believe that the present Parcel Post is not a revenue producing service, it should not be burdened with additional expense. And further that competition with the National Railway Express Service which it is now claimed is not being operated at a profit, is not in the best interests of the country's finances.

BE IT RESOLVED That the policy of having Postmasters or Mail Carriers act as agents for the collection of accounts for the big city stores, be deferred for at least six months to afford various Boards of Trade and other local organizations an opportunity of expressing their views.

Recent developments in connection

Regulations Governing C. O. D. Service on Parcel Post Matter

THE OFFICIAL wording of the notice concerning the application of C. O. D. service to the Parcel Post, as appearing in the Canada Gazette, is as follows:

POST OFFICE DEPARTMENT, CANADA,
OTTAWA, 25th August, 1922.

PUBLIC notice is hereby given that a C. O. D. service in connection with mail matter will come into effect on the first day of October, 1922, under the following regulations:

C. O. D. SERVICE WITHIN CANADA

C. O. D. Fees

On and after 1st October, 1922, a C. O. D. service in connection with mail matter will be established within Canada whereby charges due the sender up to $100 may be collected from the addressee and remitted to the sender by post office money order. This service will apply only in the case of mail matter posted at a money order post office for delivery at another money order post office within Canada. Rural routes starting from money order post offices are for this purpose considered as money order post offices and may be granted a C. O. D. service.

The scale of C. O. D. fees will be as follows: 15 cents if the amount to be collected is not more than $50; 30 cents if the amount to be collected is more than $50; limit of collection, $100. The fee must be paid by means of postage stamps affixed to the article by the sender, and is additional to the ordinary postage.

The C. O. D. fee also covers insurance and registration.

(*a*) The C. O. D. fee covers insurance, in the case of parcels prepaid at parcel post rates, to the extent of the value, against loss, abstraction or damage, while in the custody of the postal service, not to exceed $50 when a 15-cent fee is paid, and not to exceed $100 when a 30 cent fee is paid.

(*b*) The C. O. D. fee covers registration in the case of articles prepaid at other than parcel post rates. This carries with it indemnity for loss only, which in no case shall exceed $25 or the actual value of the lost article when the same is less than $25.

Claims

(*a*) In case of C. O. D. parcels prepaid at parcel post rates the same general procedure is to be followed in regard to claims as in the case of insured parcels; the same restrictions as to the indemnity, etc., will apply.

(*b*) In the case of C. O. D. articles prepaid at other than parcel post rates the same procedure is to be followed in regard to claims as in the case of other registered articles; the same restrictions as to indemnity will apply.

General Regulations

In specifying charges to be collected, the sender may include postage and the C. O. D. fee paid.

It is forbidden to send articles C. O. D. which have not been ordered or requested by the addressees.

No article is to be accepted for C. O. D. which bears any wording to the effect that the article may be examined before acceptance as the C. O. D. service does not carry with it any examination privilege.

In the event of the addressee having paid the charges due on a C. O. D. article, and after examination of the same desiring to hand the article back and have the money refunded, such request is under no circumstances to be complied with. It is the duty of the delivering office to collect the amount due and remit it to the sender of the article, and it may be explained in the circumstances above indicated that any objection to the goods received or desire for return of the money, is entirely a matter for settlement direct between the addressee and the sender. The Post Office is not concerned in any way in this phase of the matter, and postmasters are not to exercise any discretion in regard thereto.

with the Stamp Tax, particularly the action of certain manufacturers and wholesalers in passing on to the drawee the amount of the tax stamp on drafts, brought about the adoption of the following resolution:

RESOLVED. That this association oppose any action on the part of manufacturer or wholesaler to charge stamps on drafts to the drawee.

Use Revenue Stamps Only

In view of the practice of using Post Office stamps on cheques, notes, drafts, etc., in place of Inland Revenue Department stamps, it was felt that no accurate record was available of the revenue produced by this tax, hence the following resolution:

WHEREAS. At the last session of Parliament a large increase was made in the Stamp Tax on cheques, notes and drafts, in order to produce required revenue, and Whereas under present arrangements postage stamps are permitted to be used for this purpose thus unduly increasing the postal revenue and making it impossible to definitely determine the revenue received from said stamp tax on cheques, drafts, notes, etc.

BE IT RESOLVED. That for the purpose of definitely determining the revenue of the two departments affected—regulations should issue requiring the use of proper revenue stamps on cheques, notes, drafts, etc., and that same be obtainable through Post Offices, Banks and Inland Revenue Offices.

All of which is respectfully submitted.

Discussing the intention of the Dominion government to inaugurate a C.O. D. service in connection with mail matter, to become effective on October 1st, E. M. Trowern, Dominion Secretary of the Retail Merchants' Association, declares that the association must first study the effect of the measure just announced by the Post Office Department, before seeking to oppose and upset it. As outlined on this page, charges due the sender of parcels up to $100 may be collected from the addressee and remitted to the sender by post office money order.

"On the face of it," Mr. Trowern stated, when interviewed by a representative of Hardware and Metal, "it would seem that this new legislation bestows a special favor on our mail order houses, and provides another contentious factor in the competition that the average retailer has to meet. But we have a great many merchants apart from our large mail order houses, who are doing and are building their business through the mails. Before taking any steps to prevent this legislation from being carried out, I would like to study the effect of it first. The Retail Merchants' Association is investigating postal rates and postal matters generally at the present time, and this is one of the questions that will be looked into. In the way of stamps for cheques and receipts when the new regulation in regard to the latter comes into force at the beginning of the year, we think that the Post Office stamps should not be used for these purposes, but only the Inland Revenue stamps. Where the latter are not used, the Post Office Department is getting the revenue that should go to the Inland Revenue Department to pay the war debt. We think that these special stamps should be sold in the post offices of the country where it is not convenient to secure them otherwise."

No Privilege of Examination

Asked as to the fact that the Retail Merchants' Association some years ago fought a similar measure as has just been brought down, Mr. Trowern stated that the new legislation is not quite the same as was opposed on a previous occasion. At the time in question it was proposed that people be permitted to have goods sent through the mails C.O. D., allowing them to examine the goods before acceptance was made, and, if not satisfactory, the same could be returned. Such a proposal, of course, never passed the proposal stage. The new regulations specifically state that no article is to be accepted for C. O. D. which bears any wording to the effect that the article may be examined before acceptance, as the C.O.D. service does not carry with it any examination privilege.

Direct Favor to Mail Order Houses

"The association is studying this C.O. D. parcel post question from every angle, you can tell retailers," Mr. Trowern added, "and their best interests will be served"

Make Plans for Next O.R.H.A. Convention

Toronto Armouries Secured for Exhibition at Next Convention of Ontario Retail Hardware Association—Approximately 200 Exhibitors Expected—Big Increase in Membership

PRELIMINARY plans for the 1923 convention of the Ontario Retail Hardware Association were discussed at the meeting of the executive committee in Toronto on Monday. The opening exercises took the form of formalities in adopting the Constitution and By-laws of the association by the directors of the newly incorporated organization as outlined in a recent issue of Hardware and Metal.

Secretary W. F. Macpherson briefly explained the articles of incorporation pointing out that the charter delegated the powers asked for, and that these were wide in scope. The cost of incorporation was $100 apart from certain minor charges. The word "Limited" is not being used in connection with the name as it is a non-share company not organized for profit.

Have Secured Armories

The special committee appointed in connection with plans for the Exhibition at the next convention reported having received permission to use Toronto Armouries in February and plans can now be gone ahead with. It was pointed out that the Armouries is an ideal location for the exhibition, being within ten minutes' walk of the King Edward Hotel which will be convention headquarters, and allowing plenty of floor space for a larger number of exhibits than have heretofore been arranged. Previous exhibitors will be given the advantage of fifteen days in which to book reservations, compared with new exhibitors. Some discussion took place concerning prices for booths but it was the opinion that no considerable increase was advisable. Such details will be left to the exhibition committee to decide.

Increase in Membership

The report of Secretary Macpherson showed good increases in membership and number of price books placed as result of his various trips during the summer. In March he secured 18 members and placed 20 price books in Toronto. In London in April he secured a 100% membership and price book service. In Oshawa, Lindsay, etc., in May he took in $140 in membership and price book fees. Later in May he visited Windsor and district securing 25 new members and placing 42 books. In July he visited Port Perry and district placing 14 books and securing 9 new members. In another trip through Brighton, Cobourg, up to Collingwood and district he secured 17 members and placed 38 books. The total membership to date is 663 with 511 price books in use.

The secretary contemplates an early visit to Sarnia and district.

The first renewals on the price book service are due on September 1 and the result of these renewals will be an indication of how the service is being received.

The financial statement showed a very healthy condition of affairs. Mr. Macpherson here outlined his visit to London, Ont., in July on the request of the local association to advise on the situation existing in that city, as dealt with in another article in this issue.

OBSTACLE TO CANADIAN ASBESTOS INDUSTRY

Montreal.—An obstacle to the development of Canada's asbestos industry, was recently pointed out by Col. P. Pelletier, Quebec's agent-general in London. A complaint was received from a Quebec asbestos firm that owing to discriminatory ocean freight rates they had been prevented from obtaining a big order. Upon investigation it was found that although asbestos can be brought from South Africa to England for $12 per ton, it costs $17 per ton to ship from Canada to England. Moreover, while Canadian asbestos can be shipped to Cherbourg or Havre for $13 per ton, it costs $4 more if consigned to an English port.

Plans Four Departments of Hardware

Gives Salesmen Opportunity to Serve Customers to Better Advantage—Store Now Divided and Sub-divided, Each Half Having Separate Entrance—Shelf Hardware and Paint, Household Goods, Wall Paper and Electrical Goods—Seven Display Windows Instead of Three

The front of the A. Goyette Hardware, Montreal, as it now appears with the renovation allowing the use of seven splendid showrooms, is evident herewith. This allows a wide range of seasonable hardware to be shown at the same time. In the windows, from left to right are shown displays of kitchen utensils, glassware, wheel goods, chinaware, thermos bottles, shaving supplies, etc., and in the corner window appear vacuum cleaners, washing machines, bathroom accessories.

HAVING in mind ways and means of obtaining a store layout which would allow greater efficiency on the part of salesmen when serving customers and at the same time improve the appearance of the store both inside and outside, A. Goyette, 124 Mount Royal Ave. E., Montreal, planned a re-arrangement by which he has certainly attained both. It has meant altering certain shelving, utilizing space which was formerly more or less useless and acquiring extra floor space by establishing a department on the second floor with a stairway leading from the centre of the ground floor. The idea, according to the proprietor, was to form separate departments and run each as a separate unit in the store. Salesmen could work to a better advantage, and by some of them specializing in a certain department greater sales results should be attained. There were lines in a hardware store usually purchased by the women folk, and others which held the attention of the men customers. It was intended, therefore, to separate the store in as practicable a way as possible, at the same time having easy access between the two.

Four Separate Departments

According to plans, four distinct departments are laid out; shelf hardware and paint, household goods, electrical supplies and wall paper. To accomplish this the store front was re-modelled and a double entrance built. On the one side the customer enters the hardware and paint department, and the other door leads to the household goods section. Immediately inside the door on the former side is builders' hardware, followed by the tool section, both boxes and built-in show cases being used to display the various lines carried. Towards the rear of this side is general shelf hardware with a separate counter. Show cases line the floor from front to rear and here is where the smaller tools, cutlery and silver flatware are displayed.

In front of these sections and receiving the same prominence is the paint department, the arrangement of which is both neat and practicable. A complete line of paint, varnishes, stains and allied products is so shelved that the salesman loses little time in attending the customer. Lines which are in biggest demand are within easy reach from the floor, while the larger tins and surplus stock are on the higher shelves. Each kind is numerically placed, or according to colors and shades, thus the desired can is easily located.

The feature, however, of this department is the display of brushes. Apart from a large display board on which are samples of stocked brushes is the stock itself which is kept in a glass fronted case almost the whole length of the shelving. This is placed on the floor immediately in front of the department and, as Mr. Goyette stated, "there are few who enter the store who do not see our line of brushes." The various kinds and prices of brushes each have a separate bin, these being in rows, one on top of the other. Tickets on each bin tell both the customer and salesman in plain figures the number and cost of the brush. After selection from the samples it is only necessary to open the glass door and pick out the brush desired.

Electrical Goods Department

Particular attention has been paid to the electrical goods section, this department being separated from the remainder of the store by a partition. The line of fixtures being an extensive one it was necessary to devote a considerable amount of space for a proper display. The ceiling is adorned with all kinds, and here too the various fixtures are hung according to price and size. Arranged in lines across the entire room, each row can be lighted by a separate switch on a wall switch board. Silent salesmen are also used in this department for showing smaller electric goods such as flash lights, batteries, accessories and "everything electrical."

Household Section

The household section is on the opposite side to the shelf hardware and paint department, separated also by a partition, and as stated, may be entered into either through a wide door on the inside or by a separate front door. Here is kept the full line of household requirements, from the smallest article of tinware or enamelware to stoves and ranges. It was designated by the store proprietor as the women's section. From the center of this floor is the stairway leading to the wall paper department on the floor above. Although wall paper is very closely related to paint and varnishes, and very often a purchase of one meant also a sale of the other, it was pointed out by Mr. Goyette that wall paper was also a household requirement and usually bought by a woman customer. If she was on a shopping tour, in all probability some of the articles on the shelves of the household goods department would be on her list and if wall paper was asked for it was only natural that she should want to inspect samples

The paint and brush departments of the Goyette Hardware, Montreal, are very important. A complete paint stock handy to customers is here shown with a grouping of brushes in sections according to price and size. The top of this cabinet is a good place for color cards, paint literature, etc. At the rear of the store is shown a display of electrical goods, bathroom equipment, etc.

in a quieter and a more secluded section of the store than the busy hardware and paint department. The whole upper floor is devoted to bins, sample boards and panels, with plenty of lines to choose from for any room in the home.

The New Front

As has been stated the store front was re-built, and the store now has a double entrance and seven distinct display windows in place of three formerly. Apart from having a much more attractive appearance, the extra space for display purposes is really the striking feature. Each entrance has a window on either side, while directly in the centre is a window which might be termed an ideal silent salesman with glass on three sides and a mirror for a background. This is securely locked at all times, but will be dressed just as frequently as the other windows, according to Mr. Goyette. "We are fully convinced of the value of our windows as advertising mediums, and we realized more and more how we were formerly handicapped in this respect. Although we lose about four feet on the inside to allow depth of the new layout, we gain this and much more when this space is devoted to displaying goods which can be seen by the passers-by."

Hot Battle Over Tariff on Cutlery

Fordney-McCumber Tariff Bill of U.S. Now Before Joint Committee of House and Senate to Consider Amendments—Rates on Cutlery Boosted Sky High by the Senate

A VERBAL battle has been in progress among administration officials of the United States for some time over the provisions of the Fordney-McCumber tariff bill. Big differences of opinion were expressed in the House and Senate on this bill which is now before a joint conference committee of these two bodies. There are several thousand amendments in the Bill, hundreds of which will receive special consideration. One of the chief points of contention is the question of valuation for duty on importation. The schedules fixed by the House were based on U. S. valuation while the Senate recast the schedules on the basis of foreign value with certain exceptions.

In the metal schedule much interest is centering in cutlery because of the conditions existing in the principal countries competing with the United States in the manufacture of cutlery. The rates on cutlery were already fixed at a high figure by the House but the Senate undertook to raise them to much higher levels. Discussing the subject in the House one of the members stated that upon cutlery articles of common use if it was necessary to pay more than 100 per cent. for the American product it would be better to import them for a while.

Paragraph 355 of this schedule dealing with cutlery which was the center of so much controversy was as follows:

"Par. 355. Table, butchers', carving, cooks', hunting, kitchen, bread, cake, pie, slicing, cigar, butter, vegetable, fruit, cheese, canning, fish, carpenters' bench, curriers', drawing, farriers', fleshing hay, sugar-beet, beet-topping, tanners', plumbers', painters', palette, artists', shoe, and similar knives, forks, and steels, and cleavers, all the foregoing, finished or unfinished, not specially provided for, with handles of mother-of-pearl, shell, ivory, deer, or other animal horn, silver, nickel silver, or other metal than iron or steel, or without handles of any kind, 20 cents each; with handles of hard rubber, solid bone, celluloid, or any

pyroxylin, casein, or similar material, 10 cents each; with handles of any other material, if less than four inches in length, exclusive of handle, 3 cents each; if four inches in length or over, exclusive of handle, 10 cents each; and in addition thereto, on all of the foregoing, 55 per centum ad valorem: Provided, That all articles specified in this paragraph when imported shall have the name of the maker or purchased and beneath the same the name of the country of origin die sunk legibly and indelibly upon the blade in a place that shall not be covered."

"Stork" Display Sells Baby Carriages

Discussing plans for the fall and winter trade Lawrence Davey, of the Ingram and Davey Hardware, St. Thomas, stated that they are looking for a record trade in toys and have placed larger orders than ever before.

"We are looking for a big demand for electrical and mechanical toys," said Mr. Davey, "although the business in general lines will be excellent. Now that we can obtain mechanical toys from Germany, there is no doubt we will do a splendid trade in them. We are selling more than 1,000 dolls every year now. We boost this trade by our store display which includes three big show cases, two upstairs and one down."

Mr. Davey stated that baby carriages have come to be an all year line with the firm. Up to the middle of August 150 have been sold this year. The firm goes after this trade by special advertising, special "Stork" window displays and by sending a letter to every mother when the birth of a child is announced.

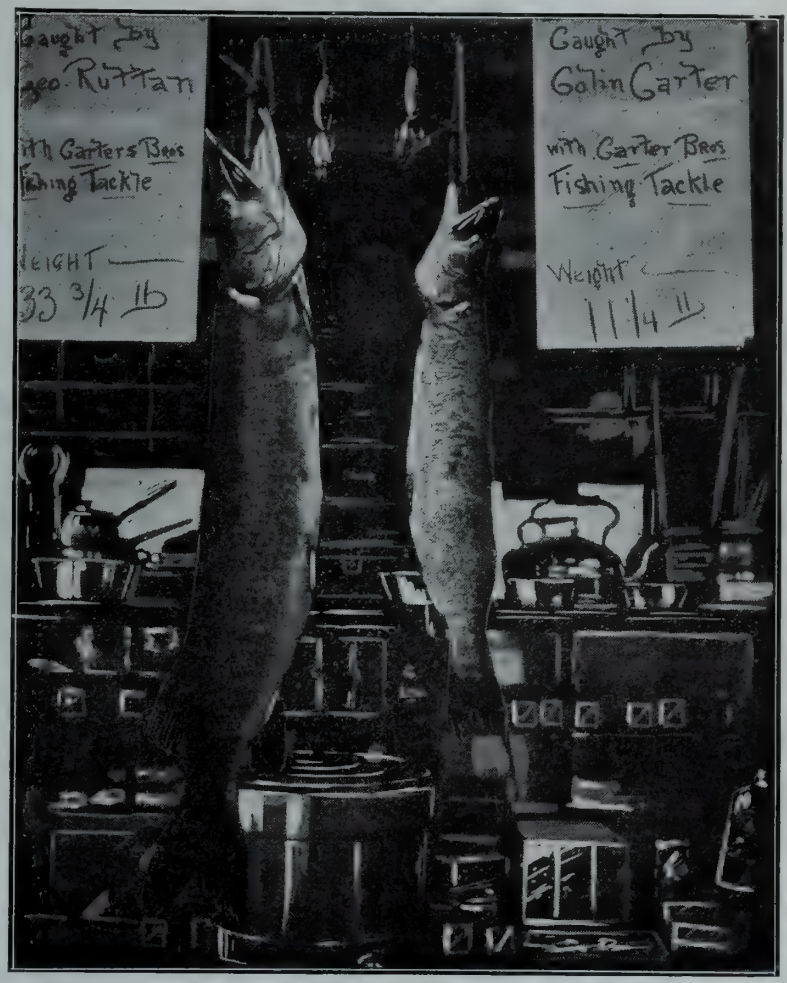
The firm keeps a large and attractive display of carriages on the second floor and at regular intervals makes a special drive for business by arranging window displays and putting on special advertising profusely illustrated.

This week the firm closed a most successful season in selling refrigerators. Mr. Davey stated that 72 were sold and all at regular prices.

While Ingram and Davey are handling wireless outfits and equipment at the present time they are undecided as to whether they will continue.

"I am rather inclined to think that interest in it will flag soon," said Mr. Davey. "It is rather an expensive line to maintain also as there are many repairs to be made and adjustments. I don't know yet whether we will continue to handle it or not."

Big Fish Are Centre of Much Interest



A MERCHANDISING scheme which helped stimulate holiday trade in seasonable hardware was the hanging of two good sized fish outside the Carter Bros. hardware store, Picton, Ont. The two large fish as illustrated herewith were caught by Mr. Carter's son and a friend. Mr. Carter states that the fish were used to splendid advantage being hung outside in the vestibule entrance. They were no sooner placed than interested people began to gather. Crowds examined the fish up until 10 p.m. on Saturday evening. Fortunately the day was cool and the fish were left hanging outside the store until the sun was upon them when they were put in a long box on ice. The fish kept well throughout their display and were later cut up and given away to customers.

The use of such novelty ideas constantly maintains interest in the Carter store. The fact that a cash business is done helps keep business active, considerably increased trade being done in the last few weeks than at this time last year. The total increase of trade in this store for August compared with a year ago was $1,032.39. This speaks well for the methods used.

BEACH FOUNDRY ERECT NEW FACTORY

The Beach Foundry Co., Ltd., Ottawa, have recently erected a new factory, which has a number of special features. The manufacturers point out that this plant is of modern fireproof construction throughout, and provides some 85 - 000 sq. feet of floor space. The buildings are of all brick and cement, with no artificial light. It is adjacent to the railway and provisions have been made for future extensions.

This company moved from Winchester in 1914 and took over the Butterworth Foundry at Ottawa. After three years the Beach Foundry Co., outgrew this plant and state that they have been forced to build. The latest labor-saving devices and machinery are installed, and visiting foundrymen have paid high tribute to the new plant operation. This increased capacity enables an output of six thousand furnaces per year, both piped and pipeless. Branches are at Winnipeg and Vancouver.

Hardware and Metal

Canada's National Hardware Weekly

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The Only Weekly Hardware Paper in Canada

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THERE ARE TWO outstanding surprises in connection with the announcement of the enforcement on October 1 of a C. O. D. service in connection with mail matter. One is that such regulations are to be put into effect at all, the other is that they are sprung on the business men of the community with such startling suddenness that no opportunity is given to consider the matter. Such important legislation should be withheld for at least six months in order that its effect may be clearly investigated and authorities not forced to make alterations afterwards to offset the demoralizing effect which it may have on certain branches of business.

A "Bolt From the Blue"

LIKE A "bolt from the blue" came the announcement from the Post Office Department this week of the enforcement from October 1 next of regulations providing for a C. O. D. service in connection with mail matter. These provide that charges due the sender up to $100 may be collected from the addressee and remitted to the sender by post office money order. This service is to be only between money order post offices or such offices which are at the start of a rural route. The fee is to be paid by postage stamps affixed to the parcel and this covers insurance and registration. A protective element is contained in the fact that it is forbidden to send articles C. O. D. which have not been ordered or requested by the addressee, nor can any such article be examined before acceptance.

While some retailers in Canada may be benefited to some extent by these regulations it is quite evident that they will be of outstanding assistance to the business of mail order houses and city department stores. In view of the fact that such stores pay municipal taxes only in the centres in which they are located it is obviously unfair that they should be assisted by the government in this manner to take from the other districts the business which rightfully belongs to the retailers located in those centres and who are largely responsible for such settlements. It is difficult to see where the Post Office Department will benefit from the regulations and it is quite evident that this department will be called upon to take risks in carrying parcels which may not be paid for and in carrying large sums of money by its employees; risks which heretofore have been slight. Furthermore if the Parcel Post department had been a revenue producer since its inception it might be more expected to give consideration to such extensions than under the conditions existing whereby this branch of the service is alleged to operate at a great loss.

The question of a C. O. D. service in connection with mail matter has been considered before and there was a great deal more excuse for it being introduced at the time the Parcel Post service was commenced than there is now. At that time such a service would have placed the Parcel Post on more of an equal footing with the C. O. D. service extended by the express companies, but now the introduction of such a service puts it in direct competition with the National Railways Express, another government service which is not a paying proposition.

It is unfortunate that such a far reaching measure as this should have been precipitated on the business of this country without any opportunity for discussion or suggestions from business authorities. Especially is such action surprising in view of the fact that this portion of the Parcel Post regulations was dropped at the time these regulations were enforced.

This new regulation has been made effective under the general powers granted the Postmaster General under Section 9 and 10 of the Post Office Act.

Such an important piece of legislation as this should not be put into effect until the best possible counsel can be secured from business men representing the various branches of trade which it will affect. It is most extraordinary for such a far reaching regulation to be sprung on the business men of this country with only a few days to consider it. Every influence should be brought to bear to have this measure held up for at least a period of six months, as set forth in a resolution from the Ontario Retail Hardware Association.

No Discrimination Wanted

IN CONNECTION with the article appearing in last week's issue of Hardware and Metal concerning the seizure of a weighing scale in a Toronto medical supply store, this being a type prohibited by the regulations, Hardware and Metal takes the viewpoint that such a scale has a market in Canada and that if it is to be sold in this country the hardware trade should be enabled to sell it on an equal basis with medical stores, department stores or any type of retail business. Hardware and Metal is not so much desirous of helping rid the country of such scales as in eliminating any discrimination whereby department stores could sell these scales while hardware stores would be denied the privilege. With all due respect to the standards of the Weights and Measures Department there would seem to be a profitable market for the sale of such a baby weighing scale at a fair price and hardwaremen are anxious to get a share of any such business.

Flirting With Death

THE DEATH of four prominent business men from motor accidents occurring within the short period of three days, to say nothing of the dozens of other minor accidents from motor vehicles directs attention forcibly to the chances which some business men will take when driving motor cars. These men in most cases are heads of important businesses who have achieved their positions through the exercise of caution and wise judgment, yet many of them fail to exercise these same faculties in the operation of their motor cars, oftentimes with serious result. Their endeavor to make up a few minutes' time with excessive speeding compels them to take chances which not only endanger their own lives but those who may be driving with them. It may be that continued neglect to exercise caution in driving may make it necessary for motor cars to be equipped with governors or some other attachment which will curb the present tendency toward excessive speeding on the part of motor car drivers. The lives of pedestrians are endangered as well as those driving in the car, and the community suffers a distinct loss in the premature death of capable executives who succumb to this craze for speed.

The Sales Tax and the Cash Discount

Manufacturer Receives Letter From Retailer That Sales Tax Need Only be Paid After Cash Discount is Deducted—General Practice is for Retailer to Take Discount on Whole Amount Including Sales Tax and Manufacturer Debits Government for the Difference

TAKING this matter up with government officials and other manufacturers, some interesting facts have been secured. The subject is dealt with in a ruling made by the Commissioner of Customs as follows:—

"Cash discounts may be allowed for excise tax purposes if allowed and deducted on the face of the invoice by the seller. If the invoice is subject to a cash discount conditional upon payment within a stated period and if the purchaser when making settlement of the bill avails himself of the condition under which the discount is allowable, a credit may be taken by the seller in his next succeeding tax return for the tax paid on the amount of such cash discount—provided that such next succeeding tax return is made within 60 days of the payment of the tax to the government. If the foregoing adjustment cannot be made within 60 days the overpayment can only be corrected by application of the seller to the Department of Customs."

One manufacturer discussing the subject with Hardware and Metal pointed out that the above policy is followed by them, and the total of all cash discounts is deducted from sales before making returns to the government monthly.

Would Be Much Confusion

As to the suggestion for a plan which would render unnecessary this adjustment by the manufacturer, the president of a large Hamilton firm states: "We do not believe it would be possible to make an arrangement whereby the sales tax might be assessed on the invoice value, less cash discount.

"A large proportion of our several hundred accounts do not avail themselves of the cash discount, and it would cause great confusion were we to attempt to meet the individual wishes of our customers. We would either have to assess the sales tax without deducting the cash discount, or else make a general rule to deduct the cash discount before computing the sales tax. This latter arrangement would, we believe, cost us too much in the course of a year to be seriously considered."

Makes No Difference

A Montreal manufacturer states he has gone thoroughly into the matter and cannot see that it makes any difference to the retailer whether the sales tax is added before or after discount is deducted. Following are two examples bearing out this contention:—

(1)	Goods	$100.00
	Tax 4½%	4.50
		$104.50
	2% discount	2.09
		$102.41
(2)	Goods	$100.00
	2% dis.	2.00
		98.00
	4½% tax	4.41
		$102.41

"As you suggest the matter could hardly be adjusted in advance of payment and we have experienced no difficulty with this phase of the Sales Tax question," he stated.

The general manager of a large Ottawa firm states that as a general practice, manufacturers from whom they buy permit them to deduct 2% cash discount from the full amount of the invoice including sales tax and they charge back to the government the amount represented by 2% of the sales tax.

The manager of a Montreal paint firm states that his firm eliminates much trouble in the matter by stamping each statement and invoice as follows:—"Cash discount is not allowable on Sales Tax."

HERE IS THE ENQUIRY

A large Western Ontario manufacturer writes as follows:

"Editor, Hardware and Metal:

"We recently received a circular letter from a retailer to the effect that Sales Tax need only be paid after the cash discount is deducted and requested in future that we deduct cash discount before adding sales tax.

"As an example—if an invoice is for $100.00 and cash discount is deducted as they suggest, it means a difference of 9c in their favor which may be in order, but in so far as the individual dealer is concerned we question if the aggregate will be very large.

"If the ruling, as they outline, is correct it would add considerably to the manufacturers' and jobbers' difficulties for the reason that it is practically impossible at the time that statements are sent out to say what dealers are going to pay cash. Supposing we make a draft on the dealer covering his several purchases during the month, which are taken from a ledger, how are we going to tell what cash discount he is entitled to without going over all our files and referring to each individual invoice?

"This may seem a small matter from the view point of dollars and cents, but the loss of time entailed is worth considerably more than would appear on the surface."

Not General Practice

A Hamilton manufacturer states that he has requests from certain retailers that Sales Tax be paid only after cash discount is deducted but no general practice is made of doing it.

"There are certain firms which we know take care of their account regularly every month deducting the cash discount; with such firms we have made it our policy to deduct the cash discount before adding the sales tax. In all other cases sales tax is being added in the normal way.

"We do not think that a practice should be made of deducting the cash discount before adding the sales tax, because in a great many cases customers do not take advantage of the cash discount; they may take advantage of the cash discount some months but not others, and it would only mean confusion would arise in this connection.

"Regardless of what the discount may be, or when it is made, the sales tax must be based on the actual selling price of the article. That is, if the article is sold at $1,000, less two per cent. discount. for cash, and the purchaser pays cash, then the sales tax is based on $980."

The above ruling was secured from R. R. Farrow, chief commissioner of the Department of Customs and Excise, by Hardware and Metal, as a result of the complaint of a prominent manufacturer that certain retail hardware merchants had taken the stand that the sales tax need only be paid after the discount was deducted. These merchants had requested that the cash discount be deducted from the invoice before adding the sales tax.

The ruling means that retailers are justified in changing the amount of the sales tax on the invoice from a manufacturer or wholesaler where they take the discount and therefore pay a less amount than the bill is made out for.

Of course this will obviously be difficult for manufacturers and wholesalers as they do not know when sending out the invoice whether the retailer will be paying cash and taking the cash discount or let the bill run and pay the gross amount.

Mr. Farrow's attention was drawn to this point and he said that while he appreciated the difficulty, he thought the retailers and manufacturers might get together and come to some happy arrangement without violating the regulations.

Events in the Trade

OCCUPY NEW STORE

A. J. Stephens and Son, of Walkerville, Ont., are moving into a larger store in the Imperial Block and will add a complete line of auto accessories and supplies to their stock.

INCORPORATION

Parsons Automatic Window Appliance Co. Ltd., head office Toronto, capital $360,000, to manufacture window appliances and hardware.

OBITUARY

Born in Essex, England, and a resident in Toronto for the past 34 years, James Westwood is dead. Deceased, who was in his 81st year, came to Canada when a youth, and settled for some time in Western Ontario. He later came to Toronto, and founded the firm of James Westwood, stove retailers, which he conducted until fifteen years ago, when he retired and the business was taken over by his sons.

Personal

G. M. Roche, manager of the London, Ont., branch of the Gutta Percha Rubber Co. Ltd., is holidaying in Toronto for a couple of weeks.

Col. T. S. Hobbs, of the Hobbs Hardware, London, Ont., who has been indisposed for several weeks, is much improved.

George A. Wenige, of London, Ont., president of the Canadian Bicycle Dealers' Association, left on Thursday to attend the convention of the National Bicycle Dealers' Association in Atlantic City. Mr. Wenige is vice-president of the National organization and was recently chosen by the executive to preside at next week's meeting which lasts from the 13th to the 16th. The Canadian dealers meet in London on September 27 and 28.

H. S. Campbell, of D. F. Jones Mfg. Co., Gananoque, spade and shovel manufacturers, was a Montreal visitor this week. Mr. Campbell reports that business during the past spring and summer season has been particularly active. There has been a consistent demand for spades and shovels since the opening of spring weather, and with this continuing, sales this year promise to be as large as any previous year in the history of the firm.

WESTERN ONTARIO NEWS

F. C. Bishop, of Norwich, Ont., has just completed the installation of a large new curb gasoline pump in front of his hardware store.

George G. Swalwell of the Cowan Hardware Co., London, Ont., has just returned from a six weeks trip through the Canadian Rockies.

Work is rapidly nearing completion on the new store of the Cowan Hardware Co., at London, Ont., and the show windows which have just been completed are of unusually attractive design and size. The firm expects to occupy the premises early in October.

WILL ERECT NEW PLANT

It is reported a large manufacturing plant, costing approximately $1,000,000 will be erected soon by the Dominion Glass Company in the vicinity of Montreal. The company now operates two plants in Montreal, but it is understood the proposal is to erect one large plant which will not only look after the business now being handled by these two plants, but will also provide for any expansion of the company's business.

NICKEL PLANT RESUMES

Sudbury, Ont.—The plant of the International Nickel Co. at Coppercliff, has commenced operations after having been closed down for eighteen months. The company is operating at one-third of its wartime capacity. Regular shipments of the matte will be made to the refinery at Port Colburne, where all the refining will be done hereafter, the refinery at Bayonne, N. J., having been scrapped. The refined nickel will be shipped to the new $2,000,000 rolling mills at Huntington, Va., where it will be rolled into malleable metal and marketed mostly in the United States.

NOVELTY IN BUILDING CONSTRUCTION

London, Ont.—The most active demand in years for builders' hardware is being experienced locally and there is every indication that the trade will continue very brisk for some time yet. In spite of the largest amount of home building on record, contractors are still being called upon to figure on numbers of new homes. They state that those for whom they are figuring are anxious to start work as soon as possible and they expect to be rushed right up to the time the snow flies.

Rather a novelty will be started here shortly in the way of homes by Ex.-Ald. E. R. Seabrook who is busy with plans for two dwellings to be built of asbestos lumber and roofed with asbestos shingles. He believes fully modern six-roomed dwellings of this construction can be erected for $3,500 and intends putting up two as an experiment.

SECURE NEW AGENCY

T. Mortimer and Co. Empire Bldg., Toronto have been appointed agents for Ontario for Societe Generale de Coutellerie et Orfevrerie, 31 Rue Pastourelle, Paris, France, who are manufacturers of French cutlery including pocket and pen knives, etc. Mr. Gonon jr. has just completed a satisfactory trip through Canada on behalf of this firm.

WESTERN BUYERS AT BIG FAIR

F. N. Rowat, buyer for Marshall Wells Ltd., Winnipeg, Man., and J. Mohr, buyer for Marshall Wells, Alberta, Ltd., Edmonton, are among the westerners visiting Ontario at the present time, and visited the Canadian National Exhibition under the guidance of James Hossack, sales manager Lufkin Rule Co. of Canada, Limited.

PURCHASE STEEL & RADIATION LTD.

The Imperial Radiators, Limited, have purchased the entire assets of the Steel and Radiation Company, Ltd., including plant and property, which went into the hands of the receiver some time ago. The purchase price, which was $400,000, covered many acres of land and buildings in Toronto and St. Catharines.

HARD COAL STRIKE SETTLED

Anthracite miners and operators having settled their wage differences, after more than five months controversy, every effort will be made to start production of coal as soon as possible. Leaders expressed the opinion that the hard coal mines would be in operation the first of next week, and that normal production would be reached quickly. Production is estimated to be about forty million tons behind last year.

ADOPT NEW SERVICE POLICY

A new service policy adopted by the Hoover Suction Sweeper Co. is designed to keep every machine operating efficiently in spite of consumers' abuses and neglect. "Authorized Hoover Service" as the new policy is called will form the foundation of all future service work. It calls for nation-wide organization of service men located in prominent central points, each headquarters being a completely equipped and stocked service station. Each station is in charge of a factory trained expert. Forty-eight service stations of this kind are said to have been opened in Canada and the U.S.

SYDNEY STEEL WORKERS GIVEN WAGE INCREASE

Wage increases running from ten to fifteen per cent. and affecting all classes of workers at Sydney steel plant, have been announced by E. P. Merrill, general manager of the British Steel Corporation. Approximately 2,800 men are affected by the new order. The new schedule will include a general levelling-up of rats in different departments.

NO ADVANCE AT MINES IN ANTHRACITE PRICES

It is officially announced by the Anthracite Operators' Association that on the resumption of mining, the prices of coal at the mines will not be advanced, though bids of $12 a ton, or $4 more than list prices, are being made.

Inasmuch as freight rates are ten per cent. lower than last spring, when prices were made, they say there will no excuse save ability to get higher prices for any advance by retailers.

WESTERN CANADA NOTES

The hardware store of John Mingle, at Browhead, Sask., was entered by burglars and $1,000 in cash and victory bonds taken.

Friends of Fred Vine of the traveling staff of J. H. Ashdown Hardware Co., will regret to learn that he is seriously ill and in hospital at Calgary.

R. E. Doherty, manager of the Calgary branch of Crane Ltd., has returned from a three weeks' trip by motor through the mountain roads of southern Alberta and eastern British Columbia.

The cotton shed of the Alaska Bedding Company (Simmons, Limited), Winnipeg, was gutted by fire. The shed contained 20 car loads, a considerable part of which had recently been received, and the loss is estimated at between $45,000 and $50,000.

J. F. McMullen, general manager of Marshall Wells Alberta Co., Edmonton, passed through Calgary this week on a motor trip to Banff. Mr. McMullen has just covered the north country by motor and confirms recent reports that the crop there is turning out much better than was thought possible a month ago.

BUMPER YEAR SLOGAN FOR 1923

A conference of the Canada Paint Company Ltd. staff was held at the Toronto branch of the company and promotion plans were discussed for the coming fall and winter months. The consensus of opinion was that there are excellent prospects for the sale of paints and varnishes during the balance of 1922 and for all of 1923. The slogan for next year is "Bumper Year 1923" and an attractive lapel button bearing the slogan has been made up for the travelling representatives of the company.

Hardwaremen Losing Money on Stamp Tax

Kingston Retail Hardware Merchants Complain That Drawers of Cheques Are Overlooking New Regulations—Some Drafts Are Returned and Retailer is Out the Stamp Tax

KINGSTON, ONT.—Local merchants report that they are suffering because of the fact that many people do not put sufficient stamps on cheques. Taxation is never the most popular gift of governments but the new tax on cheques and drafts provided by the last budget takes the prize for unpopularity.

"Every day I have cheques coming into my place without sufficient stamps," said one merchant this week, "and I have to fork down in my pocket for the money, for in these times I am mighty glad to get the cash. Sometimes I get cheques without any stamps but generally there is only a two-cent stamp attached, and if the amount is over fifty dollars, I have to make up the deficit. You may not think that this amounts to very much but if you consider the number of cheques that come into my place every day throughout the year, you can readily realize that I am paying out enough money to pay another man in wages. What I would like to see would be for the government to permit the banks to add the amount of tax deficit deducted from the issuer's books when the cheque is returned after being paid. Then the issuer would have to pay the tax on the cheque."

Another merchant had a different story of his troubles in addition to the chronic complaint about insufficient stamps on cheques. He stated that on a number of occasions he had drawn on customers for fairly large amounts and the drafts had been refused. The result was that as the stamps on the drafts had been cancelled, he was out that much on the deal, and this had to be added to the losses sustained through insufficient stamps.

The obvious need is for all issuers of cheques to put on the stamps called for by law, that is two cents for every fifty dollars or multiple thereof.

Retailer Asks If Manufacturers and Wholesalers Are Compelled to Collect Whole of Sales Tax on Transactions

AN ENQUIRY was made of Hardware and Metal this week by a retailer as to whether or not manufacturers and wholesalers were compelled to show the Sales Tax on their invoices and collect the full amount of tax on each transaction or whether it was optional with them as to whether or not they absorbed part of the Sales Tax on sales to the retailer. It was pointed out that one large Toronto manufacturer of hardware who had formerly absorbed part of the Sales Tax when it was 3% on sales to the retailer, now collected from the retailer the whole of the Sales Tax of 4½% and when questioned regarding the matter is said to have replied that the government no longer allowed manufacturers or wholesalers to absorb part of the Sales Tax but that the whole amount had to be collected on the transaction.

In this connection the following ruling has been secured by Hardware and Metal from the Commissioner of Customs and Excise at Ottawa:—

> "The Act as finally passed imposing tax on sales provides that the purchaser must be supplied with a written invoice of any sale which invoice must show the amount of tax payable thereon as a separate item. From this provision you will note that the full tax payable on any sale must be shown on the invoice."

From the above it will be noted that it is necessary for the manufacturer or wholesaler to show the total amount of Sales Tax payable on the transaction, as a separate item on the invoice. No mention is made in the new regulations that manufacturers and wholesalers are compelled to collect the whole amount of the Sales Tax from retailers, though it is admittedly the government's intention that this should be passed on to the final consumer. The absorption of a part of the Sales Tax was formerly achieved by the revising of prices on the part of manufacturers and wholesalers, and the decision to discontinue absorbing any part of this tax since the increase has resulted, in many cases, in a thorough revision of prices. Thus manufacturers and wholesalers might continue to absorb part of this tax through a revision of prices while continuing to show the total amount of the Sales Tax payable on the transaction as a separate item on the invoice.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

1900 ELECTRIC WASHER

D. Mistele, hardware merchant, Rodney, Ont.—Can you advise us who makes the 1900 electric washer?

Answer.—The Nineteen Hundred Washer Co., 357 Yonge St., Toronto.

VACUUM FREEZERS

R. H. Cowan, Alexandria, Ont.—Where can I procure a vacuum ice cream freezer?

Answer.—The Auto-Vacuum Freezer Co., 220 West 42nd St., New York City.

LOCK WASHERS

Messrs. Frank Fales & Sons, Ltd., St. John, N. B.—Kindly advise us who manufactures lock washers.

Answer.—Union Iron & Metal Co., 1951 Dundas St., W., Toronto.

DANDY LAWN MOWER

The Collingwood Hardware Co., Collingwood, Ont.—Please inform us who makes the lawn mower called the "Dandy."

Answer—The Taylor-Forbes Co., Guelph, Ont.

BAKERS' PANS

J. W. Fleming & Son, Blenheim, Ont.—Kindly advise us who makes bakers' pans.

Answer.—The Thos. Davidson Mfg. Co., Montreal; The Hamilton Stove & Heater Co., Hamilton; Edwin Chown & Son, Kingston, Ont.; Fletcher Mfg. Co., Toronto; Brantford Oven & Rack Co., Brantford, Ont.; Keenan & Ratchford, St. John, N.B. Standard Tin Works, Toronto; White & Thomas, Toronto; Wilson Scale Works, Toronto.

CATTLE MARKERS

A. Spratt & Sons, Inglewood, Ont.—Please advise us where we can procure cattle markers.

Answer.—The Rideau Specialty Co., Smith Falls, Ont.

CEDAR CHESTS

Foster Hardware Co., Orono, Ont.—Would you kindly advise us who makes cedar chests?

Answer.—The Lindsay Woodworkers, Ltd., Lindsay, Ont.; Keenan Woodenware Mfg. Co., Ltd., Owen Sound, Ont.; Waterloo Furniture Co., Waterloo, Ont.; Czerwinski Box Co., Ltd., Winnipeg.

SUCCESS OIL STOVE

McKinley & Northwood, Ltd., Ottawa, Ont.—Kindly advise where we may secure parts for the Success oil cook stove.

Answer.—The Huenefeld Co., Cincinnati, Ohio.

BAKE OVENS

J. W. Fleming & Son, Blenheim, Ont.—Kindly advise where we can secure bakers' steel bake ovens.

Answer.—Gurney Foundry Co., Toronto; Fletcher Mfg. Co., Toronto; Bedford Stove Co., Bedford, Que.; Brantford Oven and Rack Co., Brantford, Ont.; John Burns & Co., Montreal, Que.; Robt. Gardner & Son, Montreal; MacNab & Roberts, Ltd., Winnipeg, Man.; Marsh Patent Bakers Oven Supplies, Toronto; John Turner & Son, Toronto; Warren Mfg. Co., Toronto· Winnipeg Oven & Tool Co., Winnipeg, Man.

BAKERS' SCALES

J. W. Fleming & Son, Blenheim, Ont.—Where can we secure bakers' scales?

Answer.—International Business Machines Co., Ltd., Toronto; Fletcher Mfg. Co., Toronto.

SQUARE "V" IRONS.

Messrs. Hawkins & Miller, Clinton, Ont.—Kindly advise us the manufacturers of square "V" irons for coopers' use.

Answer.—Mack & Co., Rochester, N. Y., are the makers of Barton tools, which include these products.

FISH NETS

The Marks Clavet-Dobie Co., Ltd., Port Arthur, Ont.—Please advise us where we can secure fish nets.

Answer.—Messrs. John Leckie & Sons, 77 Wellington St. W., Toronto.

LINOFELT

J. R. Myers & Son, Stratford, Ont.—Can you tell us who manufactures Lino-felt?

Answer.—Lionfelt is an insulating and building paper made by the Union Fibre Co., Winona, Minn.

The Phillip Carey Co., Toronto, are the Ontario representatives.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

NEW GURNEY CATALOG

Catalog No. S-221, covering stoves and ranges, has just been issued by the Gurney Foundry Co., Ltd., Toronto. This book contains forty-eight pages, prepared in typical Gurney style, attractively illustrated and skilfully arranged. Gurney products are depicted in a wide variety of finishes, and while the fundamental features of the ranges are the same, the makers point out that this permits a larger selection according to individual tastes. The numerous clear-cut illustrations provide an adequate idea of the style, type and finish of the different ranges and stoves referred to in this catalog. Special attention has been paid to giving full details and specifications, with sizes of the various parts, the individual features of each product, and the approximate shipping weight. Among the ranges and stoves catalogued are the Royal combination coal and gas range, the Oxford combination range, the Chancellor, the Laurentic, the Arcadia, the Royal Oxford, the Glenwood, and the Royal Keystone. Several pages are devoted to the Royal Quebec heater with oven, Rockland heaters, and numerous other lines. Tubular heaters, laundry stoves, cauldron furnaces and Gurney enamel products complete this useful book.

LANDERS, FRARY & CLARK

Landers, Frary & Clark, New Brittain, Conn., are now completing their new catalogue, No. 262, which carries their full line of "Universal" goods, with net prices applying to same. This will be ready for distribution within the next week and copies will be forwarded from A. Macfarlane & Co., Montreal, upon request.

HACK SAWS AND THEIR USE

An interesting little booklet is now being distributed to the hardware trade by Clemson Bros., Inc., of Middletown, N.Y. It contains a collection of interesting news regarding the hack saw industry, from the introduction of the first hack saw blade up to a full description of the present product. Various subjects dealt with in the booklet are as follows:

The dimensions of the hack saw blade the size of teeth, the endurance of hack saws, the hack saw frame, the cutting of metals, the speed of cutting, and many other subjects such as special saws, their uses and the testing of hack saws. Copies of this booklet may be secured from J A. Evans, the Canadian representative, No. 15 Barnesdale Ave., Hamilton, Ont.

Hardware Hits

THE PROOF

A Toronto hardware retailer and a jobber's salesman were angling in a river while on a holiday when one suddenly dropped his rod.

"Say!" he ejaculated. "Did you see that feller fall off that cliff over there into the river?"

"Don't get excited, Bill," soothed the other. "Mebbe it was a movie actor makin' pictures."

"But my stars! How kin we tell?"

"Well," counselled the judicious one, "if he drowns, he ain't."

NOT TAKING CHANCES

The secretary of a stove company sends the following:

It was the small boy's first long tour and he had watched with greatest interest while his father overhauled the car and strapped the extra tires on the rear.

They had just crossed into Quebec when they passed a farmer who had three mules hitched on behind his wagon and the boy exclaimed:

"Say, dad, I bet he's goin' a long way too—he's carrying three spares."

SILENCE IS GOLDEN

A new version of the old proverb that silence is golden is given by the sales manager of a stove company, in the following tale:

A Scotsman wanted to treat himself and his wife to an advertised trip of ten minutes in the air for ten dollars, and offered the aviator five dollars for the ten minutes' ride.

"I'll tell you what I'll do," the aviator said. "I'll take you and your wife up for ten minutes, and if from the time we start till the time we land neither you nor your wife make a sound, I'll charge you only five dollars."

The Scotsman and his wife agreed to it and the trip began.

Almost immediately after leaving the ground, the aviator began to do many alarming stunts. When the plane was high enough in the air, he looped the loop, did the falling leaf and in fact tried every difficult feat imaginable to make his passengers protest; but there wasn't a peep out of the Scotsman or his wife.

At last the aviator descended to the ground and when he stopped the engine, the Scotsman tapped him on the shoulder.

"Can I speak now?" the Scotsman asked.

"Sure you can," the aviator replied.

"A-weel, I wad like to tell you," the Scotsman said, "that the gude woman fell out ten minutes ago."

New Hardware Goods

Offered to Canadian Hardwaremen

WALLACE GLUE POT

J. D. Wallace and Co., Chicago, have a new product called the Wallace bench glue pot. One of the principal features is the fact that this is equipped with an automatic heat control device, which, it is claimed, keeps the temperature of the glue between 140 deg. and 150 deg. at all times.

There is a tube above the heating element, containing a sensitive volatile substance, which contracts and expands with the change in temperature, and provides action of ample power to actuate the control switch. When the heat reaches the proper temperature, the control turns off the current. When the temperature falls a few degrees, the heat is turned on again. The temperature gauge dial shows the heat attained.

This glue pot operates from any electric lighting circuit. The manufacturers also point out that this functions either as a water bath, hot air or dry heat pot.

There is a cast aluminum glue container, supported by retainer lugs, which prevent floating when the pot is but partly filled. The escape of moisture is minimized by this method of suspension. The base cover forms a dead air heat insulator chamber between the heating unit and the bench, and the air gap which surrounds the heating unit is further insulation between the heat unit and the base casting. They are made in two, four and eight-quart sizes, and weights range from 20 to 40 lbs.

This glue pot is adapted for heating any substance which requires a definite working temperature, such as heating or melting glue, wax, pitch, tar, sealing compound or resin.

THERMOMETER ASSORTMENT

A new assortment of thermometers is being featured by the Wilder-Pike Thermometer Co., of Troy, N. Y. These consist of 24 instruments, 12 of which are attached to an attractive cardboard display for counter use. These thermometers are moderately priced, and the makers point out are fully tested and entirely dependable. This company also have a half dozen assortment display consisting of two styles of red liquid Easy Reading thermometers, mounted on cardboard for counter use. The mountings of these thermometers are in assorted colors. This is known as Assortment No. 25.

"WATER-GAS" FUEL

A new fuel—"water gas"—produced by fusing disintegrated water and crude oil in a temperature of 900 degrees, Fahrenheit, has been produced, which, it is claimed will do the work of coal at one third the cost.

This oil water fuel maker is styled the Automatic Siphon Fuel Burner.

The burner is a simple coil of pipe about three-quarters of an inch in diameter, with a nozzle faucet at the outer end. The coil is set in a pan, and under it is a pilot light, lighted with oil, used only to get the flame started. On the right side is a container of crude oil and on the left is a container of water.

The water is first turned on through the coil. In passing through over the pilot light it attains 900 degrees of heat, Fahrenheit, so that its elements disintegrate. In the nozzle faucet these elements mix with a current of oil turned on after the water is heated. When the faucet is opened the oil atomizes and the mixture vaporizes, blowing out through the nozzle as vapor or permanent water gas. As the vapor strikes the heated coil, combustion takes place and a furious flame springs up, at first yellow, then blue and finally violet colored, the coil turning to red, then to white heat. The pilot light is shut off, and the operation thereafter is continuous as long as the fuel is turned on. The whole operation requires less than two minutes. There are 815 volumes of water gas generated to one of water and oil.

RELIABLE RADIO BATTERY

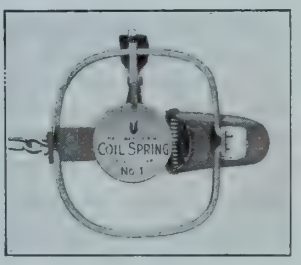
After considerable experimenting, the Dominion Battery Co., Toronto, state that they have produced a battery which does away with the difficulty most radio fans have experienced in changing the voltages of the battery circuit, without disconnecting the leads.

This new product is named the Reliable radio battery "B" variable switch, and the makers claim it is unexcelled for simplicity in changing the voltages, as described above. It is further pointed out that the amperage of the battery is not altered by this switch, such as would be the case where resistances are used.

In operation, by pointing the regulating arm to the voltage required, this is increased, while the amperage remains the same. It is stated that with the Reliable variable switch, the negative and positive leads may be kept stationary.

COIL SPRING GAME TRAP

A new coil spring game trap is being placed on the Canadian market by the Triumph Trap Co., Oneida, N. Y. These products are called the coil spring "never break" traps by the makers, who claim they will not clog when in operation, will stand unusual abuse and are not affected by climatic conditions. It is pointed out that the problem of the broken spring has been the point receiving the close attention of trap manufacturers as well as the chief cause of complaint from trappers. The principle of the coil wound wire springs is not new, but the inclusion of this feature in game traps and their introduction on the Canadian hardware market are features receiving the attention of dealers at this season.



ROADFINDER DEVICE

It is claimed that this product named "The Roadfinder," is a device that adds to the safety and pleasure of night driving. It is being manufactured by Roadfinder, Limited, Hamilton, Ont., and distributed throughout Western Ontario by the Roadfinder Sales Company.

The principle of operation in the Roadfinder is that it finds the road as it turns the headlights with the wheels, so their rays follow the direction of the wheels. When taking curves, or following a winding road the lights are therefore always on the road. When meeting or turning out from another vehicle, it directs the rays so the driver can see the edge of the road, and avoid the ditch. In this manner the makers point out that the bright rays are also kept out of the eyes of the approaching driver.

Weekly Hardware Market Reports

Markets at a Glance

NUMEROUS important revisions in hardware prices once again demand a close survey of the market situation. The budget of current changes includes both advances and declines. The upward movement on many basic materials has resulted in another more or less general inflation of values. Higher price levels are apparent this week on single and double bit chopping axes, boys', hunters' and bench axes, galvanized sheets, blue annealed and black sheets, both seamless and lapweld boiler tubes, plain wire base prices, single loop bale ties, Canadian makes of files, cast and malleable pipe fittings, cut hay wire, and the Mrs. Potts line of sad irons and handles. Several lines of builders' hardware are described as on an upward price trend, thus reflecting the swing in other manufactured products, while a similar revision of ten per cent. is pending in quotations on eavestrough and conductor pipe.

PROMINENT among this week's price reductions are the new lists on various makes of clothes wringers. The discount remains unchanged but revised list prices bring these machines to a lower level. Other declines appear on tarred felt, asphalt felt, various makes of alarm clocks, aluminum ware kitchen utensils and similar goods; while quotations on mirrors, linseed oil and shellac are again reduced.

PIG IRON remains noticeably scarce on domestic markets and the price is purely nominal. This shortage may assist in boosting scrap prices, but current trade in waste materials is decidedly quiet. Ingot metals are also showing a lack of aggressive trading which is quite in keeping with this season of the year. Whether the higher prices on galvanized products will also be noted in corrugated sheets is considered in some quarters as problematic as certain quantities of damaged corrugated have appeared on the market. Primary cotton centres again record advances, resulting in a firmer trend in manufactured cotton goods and also cotton wastes.

CURRENT hardware business continues seasonably good, steadily increasing as various fall lines commence to move. Marked attention is being paid to electric and oil heaters, while stoves and stove accessories are numbered among items recording activity. Reports covering Western conditions show improvement and the general impetus to current trade of crops safely harvested is expected to bring a revival of business which is already apparent in some quarters. Wholesalers state that buying is on a somewhat broader scale, although quantities are limited. Binder twine is in heavy demand, orders exceeding expectations.

BOTH hard and soft coal fields are now pretty well opened up, but the problem of adequate fuel supplies seems to hinge on transportation facilities. Under existing conditions, no matter how much may be produced at the mines, the ability of the railroads to handle it faster than the consuming demand is pointed out as the keynote to the situation.

Montreal, Que.

MONTREAL, September 7.—Price developments on the hardware markets this week cover a wide scope, many important lines being affected by price revisions both in an upward and downward direction. One of the chief changes is a reduction in prices on clothes wringers, manufacturers announcing new lower list prices on all lines. Reduced prices are also in effect on many aluminum kitchen utensils and sundry articles. Quotations on certain alarm clocks are lower, and mirrors are again slightly reduced.

The upward trend of prices is also prominent, important changes of this nature being noted on plain wire, single loop bale ties and cut hay wire. Each of the above lines are advanced fifteen cents per cwt. Cast and malleable pipe fittings are higher in price through a revision in discounts. Mrs. Potts' sad irons and handles are advanced approximately ten per cent. Single and double bit axes show a substantial price increase, while boys' and hunters' axes are also higher. Quotations on various makes of files record a similar advance.

FIRM TREND PRONOUNCED IN CORRUGATED SHEETS

Montreal.

The firming tendency in the undertone of corrugated sheets, noted for some weeks past, and principally due to the strength in the market for flat galvanized sheets is now said to be even a little more pronounced than formerly, owing to further increases in prices on both products on southern markets. Locally there is the same effect from markets to the south as other domestic centres, because of the easier access to overseas markets which have supplied most of the galvanized sheets used this year. However it is pointed out that prices on corrugated have not recorded the corresponding advances shown on flat sheets during the past summer. Unchanged prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

HIGHER WIRE NAIL BASE EXPECTED AT ANY TIME

Montreal.

As pointed out in recent issues of Hardware and Metal, the undertone of the market for wire nails has been very firm, although unsettled. Higher prices have been expected in more recent weeks, but any change in this direction has not been made up to the present, pending a settlement whereby new

price levels in accordance with replacement costs could be agreed upon. It is now learned that an advanced base quotation is under consideration and same will be announced to the trade within the next few days. An increase of approximately twenty cents per keg is generally looked for.

ALARM CLOCK PRICES ARE REVISED

Montreal.

A revision is made in quotations on the various priced alarm clocks, the Big Ben and other well known lines being slightly lower in price. Following are revised quotations:

ALARM CLOCKS	each
Big Ben	3 18
Baby Ben	3 18
Big Ben Luminous	4 17
America	1 40
Ironclad	2 45
Early Bird	1 75
Sleep Meter	2 18

IRON HANDLES INCREASED TO $17.50 PER GROSS

Montreal.

Accompanying the new higher prices on sad irons is the announcement that Mrs. Potts' handles are advanced to $17.50 per gross.

ADVANCED QUOTATIONS ON MRS. POTTS' IRONS

Montreal.

New higher prices are given on Mrs. Potts' sad irons and polished is now quoted at $1.81 per set, nickel plated at $1.87 per set.

REVISED PRICE LIST ON ALUMINUM WARE

Montreal.

Effective from September 1, the Aluminum Ware Mfg. Co. are issuing revised prices on aluminum kitchen utensils and sundry lines. Price reductions of varying extent are made on many lines, while certain articles remain at former quotations.

PLAIN WIRE ADVANCED TO $3.80 BASE

Montreal.

Following the upward trend of other steel products is the announcement that plain wire has been advanced 15 cents per 100 lbs., which is now quoted at $3.80 base. Bright, annealed and coppered wire have the usual extras.

INCREASED PRICES ON SINGLE LOOP BALE TIES

Montreal.

An advance of 15 cents per 100 lbs. is recorded on single loop bale ties, and following are new quotations.

No. 12, $4.70; No. 13, $4.80; No. 13½, $4.85; No. 14, $4.90; No. 15, $5.20; No. 16, $5.40 per 100 lbs.

BUILDERS' HARDWARE ON UPWARD TREND

Montreal.

The upward swing in the steel industry, with its continued firming tendency and higher prices on such basic commodities as bar products, sheets, wrought pipe, fittings, soil pipe, etc., is gradually reflecting on other commodities and builders' hardware is no exception. Up to the present time the stiffening tendency has been very gradual and only a few lines have been shown at increased quotations. It would appear, however, that further announcements might be expected as prices on various lines are reported as firmer. In this connection it is worthy of note that a large American builders' hardware supply house advises that from September 1st, prices generally will be advanced 10 per cent., and contracts placed prior to September 1st will be received at former prices only until September 20th. Although there is no present indication on domestic markets that a general advance will be made, the trend of many smaller products which have not yet registered increased price levels is undoubtedly in an upward direction, and furhter advances are thought likely by some who have given the question some consideration during recent weeks.

HIGHER PRICES ON CUT HAY WIRE

Montreal.

New higher prices are also given on cut hay wire, and following are present quotations:

6 to 11 ft., per 100 ft.—No. 12, $4.70; 13. $4.80; 13½, $4.85; 14, $4.90; 15, $5.20; 16, $5.40.

AXES NOW QUOTED AT HIGHER FIGURES

Montreal.

The various kinds of axes are now advanced in price. Chopping axes, both single and double bit, are increased $2.50 per dozen, while boys' and hunters' axes are $1.50 per dozen higher.

RISE IN STEEL PRICES NOT YET ANNOUNCED

Montreal.

Higher prices on the local market for bar iron and steel products are still awaited, but the feeling among local distributors that higher prices will be reached in the near future becomes stronger, and $3.25 is given as the anticipated new price level. Discussing this change in an upward direction with one large jobbing house it was pointed out that other domestic markets were still climbing upward, and the situation at production centres has yet failed to show any great improvement with prospects of curtailed operations until the end of the year. There was little doubt but what an announcement would be made in the near future, and it was suggested that one of the reasons why higher prices were not in effect before this date was because of the apparent lack of confidence on the part of buyers notwithstanding the present position of the market. With the firmer tendency evident for some weeks past, distributors have been willing to dispose of stocks, offering price concessions for larger inquiries. Although the price of $3.15 base has been fairly steady there have at the same time been instances where a price as low as $3.00 was quoted in the hope of securing business. There is now a slight improvement in demand and it was thought that a more active trade during the following months would greatly assist any price-shading.

Following are prevailing price levels:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

PRIMARY COTTON MARKETS AGAIN RECORD ADVANCES

Montreal.

The undertone of the cotton waste market is further strengthened by the firmer tendency in raw cotton circles, the markets in primary circles showing another advance in prices. Although this tendency may reflect on certain finished products, domestic manufacturers of cotton wastes anticipate a steady market and look for little or no change in prices for the balance of the year. Trade continues in seasonal proportions at following prices:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

NEW HIGHER PRICES ON BENCH AXES

Montreal.

Through a revision in discounts bench axes have new higher net prices. These are now quoted less 50—10—5 per cent., and net quotations are as follows: No. 2, $17.50; No. 3, $19.20; No. 3, $20.95 per dozen.

ANOTHER NOMINAL CHANGE IN BOILER TUBE PRICES

Montreal.

A further nominal change is made in quotations on boiler tubes in certain sizes, the smaller seamless being reduced approximately $1.00 per hundred feet. The movement of boiler tubes is reported as only fair at present, this having its effect towards maintaining lower price levels which are said to be not in accordance with replacement costs, and not in sympathy with the general trend to higher prices in the steel industry. The market also has been very unsteady, a slight revision in an upward direction only being made within

the past two weeks on local markets. The undertone however, is firmer, the recent upward movement noted in Southern primary markets denoting the stronger tendency. Following are average quotations locally:

BOILER TUBES—	Seamless	Lapweld
1 inch	18 00	....
1¼ inch	20 00	....
1½ inch	19 00	....
1¾ inch	22 00	....
2 inch	19 50	18 00
2¼ inch	22 50	20 00
2½ inch	25 00	21 00
3 inch	31 50	27 00
3½ inch	37 00	31 00
4 inch	46 75	39 50

ENGLISH MARKET SUPPLY GALVANIZED SHEETS

Montreal.

There is still a strong tendency in galvanized sheets due to recent developments in Southern producing centres, but it is now considered doubtful whether local distributors will follow the lead of these markets and further increase prices because of the importance of the English market as a source of supply. Although there is no great surplus, stocks are said to be in fair shape, and there is no indication that overseas markets will not still be in a position to supply locally from now until the close of navigation. It was thought some weeks ago that increased demand in later summer and fall months would tax available supplies to a considerable extent, but with continued shipments arriving there is every hope that ample cargoes will reach here before November. The English market is still reported in a steady to firm position, and following are average local quotations.

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 50
26 gauge	7 00	7 25
24 gauge	6 40	6 65
22 gauge	6 05	6 30
18—20 gauge	5 35	5 60
Other Brands—		
10¾ oz.	7 00	7 25
28 U. S. gauge	6 60	6 85
26 U. S. gauge	6 30	6 55
24 gauge	6 15	6 40
22 gauge	6 15	6 40
18—20 gauge	6 00	6 25
16 gauge	5 85	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC. 112s	13 00
20 x 28 IX. 112s	15 00
20 x 28 IXX. 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

FURTHER REDUCTIONS IN MIRROR QUOTATIONS

Montreal.

A reduction of from five to ten per cent. is made in quotations on the various sizes of mirrors.

ADVANCED PRICES ON CAST AND MALLEABLE FITTINGS

Montreal.

Following the revision in an upward direction on wrought nipples and couplings last week is the announcement of higher prices on cast and malleable fittings this week. Increased costs have resulted in a revision in selling prices to the extent of from 3 to 5 per cent. on the various lines. Cast iron fittings are now quoted at less 27 per cent., former quotations being less 30 per cent. Malleable fittings are now 70 per cent. off list, effective from June 1 last, former discount being 70 and 5 per cent. Following are the new discounts:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	**23%**
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70 per cent.

NEW DISCOUNTS ON FILES BRING HIGHER PRICES

Montreal.

New higher quotations are announced by Canadian file manufacturers. New selling prices are not yet available, but it is understood that revised discounts will show an advance of approximately 5 per cent, and same will be issued within the next few days.

QUIETNESS PREVAILS ON INGOT METAL MARKETS

Montreal.

Although minor fluctuations on some metals are reported from outside markets, there is little or no change on domestic markets and a quiet condition prevails. Quotations are unchanged and there is no special feature in any line.

TIN.—After making some recovery from its former low level tin is showing minor fluctuations, but with little change in the market situation. Business is of a hand to mouth nature, buyers showing little interest at recently reduced levels. Local quotation remains at 36 cents.

COPPER.—Demand for this metal continues fair with export business as good as can be expected considering the unsettled conditions in Europe. Electro is quoted at 17¾ cts., casting at 17½ cts.

LEAD.—This market is a little firmer especially in the United States. Prices, however, are not expected to go much higher when it is considered that plentiful supplies are available and demand is only of moderate proportions. Local price remains at 7 cents.

SPELTER.—Although spelter remains the steadiest metal on the list, the market has relapsed into dullness and is reported in a quieter condition than it has been for some time. Local demand continues fair with market quoted at 8½ cents.

ANTIMONY.—In sympathy with the metal markets generally, this metal continues quiet with prices unchanged. Chinese is priced at 6½ cents, high grade English at 7½ cents.

ALUMINUM.—Aluminum continues dull on both domestic and outside markets. Quotation is nominally unchanged at 24 cents.

Toronto, Ont.

TORONTO, September 7.—A lengthy budget of price revisions, involving both advances and declines, appears on the current hardware markets. These numerous price increases reflect the general inflation in basic products, and include cast and malleable fittings, galvanized sheets, black and blue-annealed sheets, single and double bit chopping axes, boys' and hunters' axes, Canadian makes of files, plain wire, single loop bale ties, and boiler tubes, both lapweld and seamless. In addition to these items, an increase is pending in quotations on eavestrough and conductor pipe.

Prominent among this week's price reductions are the new list prices on various makes of clothes wringers. Other current declines cover tarred felt, alarm clocks, asphalt felt, and aluminum ware kitchen utensils. Revised quotations are also noted on joiner clamps. The impression is evident that pig iron scarcity may boost scrap prices, but present trade in waste materials is quiet. Lack of aggressive trading is noted in the ingot metal markets, while some variation is still evident in local bar iron prices.

SUBSTANTIAL INCREASE IN AXE QUOTATIONS

Toronto.

A substantial advance has been made in prices on axes. Chopping axes, both single and double bit, have been increased to the extent of $2.50 per dozen. Boys' and hunters' axes are higher by $1.50 per doz. The discount on bench axes has been revised in proportion. The new prices are contained on the current market quotation pages.

NEW LOWER QUOTATIONS ON ALARM CLOCKS

Toronto.

Certain makes of alarm clocks have been reduced in price, the Big Ben and other popular makes being correspondingly lowered. The Big Ben and Baby Ben alarm clocks are quoted at $3.03 each in dozen lots and $3.12 in less quantities.

SOME EASIER PRICES ON ALUMINUM WARE

Toronto.

Manufacturers of aluminum ware are quoting lower prices of varying extent, on different articles. Quotations on one special make have been lowered all through the list.

BALE TIE PRICES FIFTEEN CENTS HIGHER

Toronto.

Single loop bale ties have also been increased to the extent of fifteen cents per 100 lbs. Following are revised quotations on these products, with the usual extras for length:

BALE TIES—

No. 12—$4.65 per 100 lbs. No. 13—$4.75. No. 13½—$4.80. No. 14—$4.85. No. 15—$5.15. No. 16—$5.35.

FILES ALSO REGISTER ADVANCE IN PRICE

Montreal.

Through a revision in discounts the Nicholson make of files have been advanced in price. The revised quotation is list less 30 per cent, compared with the former discount of 40 per cent. Prices on other lines are increased in proportion, and the revised levels, recording advances of between 5 and 10 per cent. will be available within a few days.

FIFTEEN CENT ADVANCE IN PLAIN WIRE PRICE

Toronto.

An advance of fifteen cents per 100 lbs. is recorded on plain wire, this development bringing the base quotation to $3.80 per cwt. Wire, including bright, annealed, tinned and coppered, is quoted at the new level, effective from September 2, plus the usual extras. The f. o. b. points are Toronto, Hamilton, Montreal, London, Collingwood, Owen Sound and St. John.

NEW NET PRICES ON MALLEABLE FITTINGS

Toronto.

In some cases jobbers are quoting new prices on malleable pipe fittings, instead of the list and discounts. The current revisions, therefore, bring the following prices into effect:

MALLEABLE FITTINGS— Per lb.	Blk.	Glvd.
Class B	0 23	0 32
Class C	016	0 23

REVISED PRICES NOTED ON ASPHALT FELT

Toronto.

New prices are now in effect on asphalt felt. The revised quotation is $3.75 per 100 lbs. on asphalt felt in 10 and 15 lbs.

REVISED QUOTATIONS ON WELL WHEELS

Toronto.

New prices on well wheels are announced by the Canada Foundries and Forgings Ltd. These goods are now quoted at the following levels:

WELL WHEELS— No. 2	Per doz.
8 inch	$ 9 25
12 inch	14 50
10 inch	11 75
14 inch	19 00

UPWARD REVISION IN PIPE FITTING PRICES

Toronto.

Advances varying in extent from five to twenty-five per cent. have been made on pipe fittings, both cast and malleable. Following the change to higher price levels on wrought nipples and couplings two weeks ago, a similar upward change is noted on cast iron fittings, plugs, bushings and unions. The discount on the malleable fittings list, which was adopted last June, is also changed. there no longer being a uniform discount for the three classes. Effective September 1, Class A is quoted at less sixty per cent., and classes B and C at less 70 per cent. Following are the revised quotations which are in line with the general inflation in manufactured iron and steel products, this movement being attributed to higher production costs through increased prices on basic elements. This development was also outlined in a market report appearing in a recent issue of Hardware and Metal.

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, mail	30%
Bushings. cast	30%
Unions, ¼ in. to 2 in.	45%
Unions. ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings. 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922.
Discounts: Class A, less 60 per cent.
Discounts: Class B, less 70 per cent.
Discounts: Class C, less 70 per cent.

NEW PRICES ANNOUNCED ON JOINER CLAMPS

Toronto.

The following revised quotations are announced by the manufacturers on joiner clamps:

JOINERS CLAMP—	Each
3½ ft.	$ 1 60
4 ft.	1 70
4½ ft.	1 75
6 ft.	2 00

UPWARD REVISION IN BOILER TUBE PRICES

Toronto.

Revised quotations on boiler tubes are now in effect from September 1, the entire list, both seamless and lapweld, being on a higher level. The current advances are attributed to recent increases in production costs, such as the higher prices on coal and foundry iron, the advance in wages at steel mills, and the difficulty in securing transportation from production centres. For some time past, distributors assert that seamless boiler tubes have been selling below nominal values, and with a recovery in these markets now considered imminent, the new quotations govern the situation. Following are revised prices:

BOILER TUBES— Size	Seamless.	Lapweld
¾ inch	$19 00	$.....
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	24 00	.....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	26 00	.....
2½ inch	26 00	22 00
3 inch	32 00	26 00
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	55 00	38 00

RANGE STILL EVIDENT IN BAR IRON PRICE

Toronto.

Bar iron quotations in certain departments continue to show slight differences in range. This is regarded as an indication that some warehouses have far larger stocks available than generally supposed. Difficulties of supply are manifesting themselves more widely, and conditions that made for scarcity in sheets, are now manifesting themselves in other sections. Pig iron, naturally the basic factor serves to illustrate more strikingly the problems of the situation. Domestic producers are not in a position to deal with the situation and quotations are largely nominal.

The local base price continues to hover around the $3.25 mark, with quotations both a few cents above and below this level having been recorded.

IRON AND STEEL—		
Mild steel bars, base		3 25
Mild steel bands 3-16 in. base		3 75
Bar iron, base		3 25
Angle iron. base		3 35
Horse shoe iron		3 85
Tire steel		3 45
Spring steel	7 00	8 00
Sleigh shoe steel		3 25
Cold drawn steel		4 50
Hoop steel	4 25	4 50
Norway iron		12 50
Toe cauk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

GRINDSTONE FIXTURES ON NEW PRICE LEVELS

Toronto.

New prices recently put into effect by the Canada Foundries and Forgings Ltd. on their line of grindstone fixtures, are as follows:

GRINDSTONE FIXTURES—	Per doz.
No. 22	$ 7 80
No. 33	8 10
No. 2½	9 70
No. 3	10 20

MARKED PRICE ADVANCES ON SHEET PRODUCTS

Toronto.

Another advance is now in effect on galvanized sheets, also black and blue annealed sheets. The increases are of varying extent, being a forty-cent advance on galvanized, a fifty-cent climb in black sheet prices, while blue-annealed are higher by twenty-five cents per cwt. These developments represent the tone of the market which has been gaining momentum each succeeding

week. The changes on the domestic market were preceded by the announcement of higher price levels in southern primary centres, and are attributed to the rising cost of production. It is pointed out that fuel, and labor costs have advanced, while the American railroad situation is not improving to any great extent. The settlement of the coal strikes has no immediate effect on the steel industry, as some time must necessarily elapse before the volume of output can be expected to reach full capacity and keep pace with the current demand. Following are the revised quotations:

BLUE ANNEALED SHEETS—

10 gauge, base	$ 4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40

BLACK SHEETS—

18-20 gauge	5 30
22-24 gauge	5 35
26 gauge	5 40
28 gauge	5 50

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.
28 gauge	7 75
26 gauge	7 50
24 gauge	6 90
22 gauge	6 55
18 and 20 gauge	6 05

	Premier	and Apollo
10¾ oz.	7 15	7 65
U. S. 28 base	6 75	7 25
U. S. 26 base	6 45	6 95
22 and 24	6 30	6 80
18 and 20	6 15	6 65
16	6 00	6 50
12 and 14	5 85	6 35

An extra 40c. per 100 lbs. is charged for Keytone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 0¾ oz. and 28 ga., when shipped out in sheets feet wide. The extra charged over prices shown n 20c. per 100 pounds.

NCREASE PENDING IN EAVESTROUGH PRICES

oronto.

An increase in prices of eavestrough, onductor pipe and conductor elbows to he extent of approximately ten per ent. is predicted in many quarters. his development is considered imminnt, and it is stated than an announceient is being contemplated which may esult in higher quotations on these roducts in the near future. The reaon for such a change is attributed to ie higher prices of raw materials such s flat galvanized sheets, the recent rength in this direction having been pparent throughout the galvanized arket. Following are the present unianged list and discounts:

ROUGH (Eave)

G. Square Bead—

Per 100 ft.		Per. 100 ft.	
inch	$15 90	15 inch	$28 80
inch	17 70	18 inch	36 80
inch	21 20		

G. Round and Half Round—

inch	16 90	15 inch	29 80
inch	18 70	18 inch	37 80
inch	22 20		

Less 70 and 10 per cent.

PE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
in., in 10 ft. lengths, list	18 40
in. in 10 ft. lengths, list	22 30
in. in 10 ft. lengths, list	29 60
in. in 10 ft. lengths, list	40 00
in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ONDUCTOR ELBOWS—

Plain, round or round corrugated:

inch, list	$ 5 25
inch, list	6 00
inch, list	10 50
inch, list	24 00
inch, list	29 00

Less 60 per cent.

NEW PRICES IN EFFECT ON SCREW PULLEYS

Toronto.

Revised quotations on screw pulleys are announced by the manufacturers, the following price levels now being in effect on these products:

SCREW PULLEYS— Per doz.

No. 45: 1 in. $0.60; 1¼ $0.62; 1½ $0.70; 1¾ in. $0.80; 2 in. $1.05; 2¼ in. $1.60; 2½ in. $2.00; 3 in. $2.40.

No. 46, guarded: 1½ in. $1.00; 1¾ in. $1.20.

No. 43, encased: 2 in. $1.80; 2½ in. $2.40; 3 in. $3.10.

Packed 1 dozen to a box, 5c dozen extra.

EASIER TENDENCY NOTED IN PRIMARY OIL MARKETS

Toronto.

Gasoline and coal oil prices are unchanged at the revisions of a few weeks ago. There is however an easier tone reported in primary centres, further price recessions being announced on crude oil, with lower quotations also appearing on gasoline and other products in the south. September usually brings a heavy consumption of gasoline, and in months following coal oil is used more extensively. Whether this will offset the softer tone and assist in maintaining a steady market is considered problematic by local refiners, but the opinion is expressed in certain quarters that with a continued easier tendency in the undertone of these products a further recession in prices on domestic markets would not be surprising.

LOWER LIST PRICES ON CLOTHES WRINGERS

Manufacturers of clothes wringers have revised list prices, effective from September 1, and net prices show a reduction on the various lines, averaging from 2 to 13 per cent. Discount remains as formerly at 30 per cent. off. Following are new list prices on some of the well-known makes:

CLOTHES WRINGERS	Per doz.
Warranty	100 00
Bicycle, 11 in.	95 00
Eze	94 00
Rapid	86 00
Eureka	63 00
Blue Belle	100 00
Do., Folding B	160 00
Rival	95 00
Model	85 00
Imperial	94 00
Domestic	100 00
Do., Bench	160 00
Favorite No. 511E	95 00
Royal Canadian	88 00
Ottawa, No. 23VE	95 00

Discount 30 per cent.

TARRED FELT PRICES ARE AGAIN LOWERED

Toronto.

Quotations on tarred roofing felt have again been reduced twenty-five cents per 100 lbs. The new price is $3.20 per cwt. for 7, 10 and 16 oz. tarred felt.

RAW MATERIAL COSTS SUSTAIN BOILER PRICES

Toronto.

The improvement recently noted in the movement of range boilers is reported as now reaching a spotty condition. In certain sections dealers note a steady movement, while others attribute activity to the requirements of the large number of new buildings, especially dwelling houses. With construction work not quite so extensive during the fall months as has been the case during recent weeks, others record that the call for range boilers has somewhat subsided. The raw material markets, however, continue strong, and the higher prices now in effect on flat galvanized sheets, have reflected a firmer tone in production circles. The upward climb in raw material costs has served to maintain current prices on the finished goods. No change has been announced from the following list and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.; Extra heavy, 40 per cent.

STOVE AND FURNACE PRICES STILL FIRM

Toronto.

Manufacturers of stoves and ranges, in outlining the market situation, state that although the tendency is upward there is no present indication of a revision in prices. Production costs have undoubtedly increased, but in view of the fact that fall trade will shortly commence, advanced quotations will be withheld until it is found that they are absolutely necessary. Apart from the rising costs of raw materials there is now the question of coal shortage and the rail strike which must not be overlooked. These have reached more serious proportions in the United States, and while not yet keenly felt on domestic markets, the situation is certainly well worth watching.

Bookings for fall requirements have been comparatively small and reports from merchants throughout the country show that a considerable quantity of stoves have been carried over from last year. However this does not indicate that fall business will not reach favorable proportions, in fact manufacturers anticipate an active season on both lines.

PIG IRON SCARCITY MAY BOOST SCRAP

Toronto.

Scrap metal markets as yet show little activity but continuation of the coal scarcity and rail strike would certainly have the effect of boosting the price of cast iron. This at the present time is exceedingly scarce. Very little buying is being done in any department at the present time, however, and the fol-

lowing dealers' local average buying prices for fairly large quantities, show practically no change:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	11 00	11 50
Standard car wheels	14 00	15 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	6 60	1 00

LACK OF AGGRESSIVE TRADING IN METALS

Toronto.

There has been a noticeable holiday feeling in the ingot metal markets, but price developments are restricted, especially on domestic centres, due to the lack of aggressive activity at this season. Copper is generally firm, with the tin market almost reaching a dull atmosphere, owing to the increase in the visible supply. Lead, however, continues firm, and spelter is considered to be in a strong position.

COPPER.—Very light buying is generally recorded in copper, the market activity suffering to some extent during the holiday period. A firm tone prevails in primary centres, with prices unchanged on domestic markets. This metal has gained in strength in London, due to the extension of grace allowed Germany. The local price remains at 17½ cents.

TIN.—After a reaction last week, the tin market is slightly steadier again, with a better feeling having developed on account of the six months respite on reparations, which has served to improve the British tin market. An increase in the visible supply, however, hampers recovery. The local quotation is now around 35½ cents.

LEAD.—The lead market remains steady with orders from consumers during the past few days having been in fair amounts considering current conditions. Increased activity is looked for in primary centres during the ensuing weeks, while prices are firm. The domestic quotation remains unchanged at the $7.50 mark.

SPELTER.—This market also continues in a firm position, with a good demand reported for prompt shipment. This activity in southern primary centres is chiefly on account of strike restrictions in American freight schedules, consumers being fearful of delay in securing further supplies. The general market tone is therefore firmer. Local prices continue at the recent new level of $8.25.

London, Ont.

LONDON, September 4.—Business here continues seasonably good and is steadily increasing as various fall lines start to move. Electric and oil heaters, and also stoves and stove accessories, are beginning to record activity.

Among the price changes this week are higher prices on axes and fence wire, and lower quotations on linseed oil, shellac and alarm clocks.

CAST AND MALLEABLE PIPE FITTINGS REDUCED

London, Ont.

New prices in effect on pipe fittings about 5 per cent. higher.

Malleable Fittings—Class A, each, list less 60 per cent.; classes B. and C, list less 70 per cent.

Malleable Unions—List less 45 per cent.

Cast Iron Bushings—List less 30 per cent.

Cast Iron Plugs—List less 27 per cent.

All Iron Stop Cocks—List less 30 per cent.

LOWER PRICES NOTED ON ALARM CLOCKS

London, Ont.

Several lines of alarm clocks are now quoted at lower prices. Big and Baby Bens, plain dial now retail at $4.50 each.

Following are revised quotations:

ALARM CLOCKS—	2 Doz. Lots Each	1 Doz. Lots Each	Smaller Lots Each
Big Ben Plain Dial	2 94	3 03	3 12
Baby Ben Plain Dial	2 94	3 03	3 12
Big Ben Luminous Dial	3 84	3 96	4 09
Baby Ben Luminous Dial	3 84	3 96	4 09
	4 Dozen Lots		
Jack-O-Lantern	2 60	2 67	2 75

LOWER QUOTATIONS ON PUTTY

London, Ont.

Reduction in putty prices is made, the present costs being under consideration in view of a brisk movement anticipated during the ensuing weeks.

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	4 80
Do., 25 lb. drums	5 05
Pure, 100 lb. drums	6 05
Do., 25 lb. drums	6 30

BAR IRON BASE NOW AT $3.15 LEVEL

London, Ont.

The upward tendency recently apparent in the steel industry is now reflected in the current local quotation on bar iron, the higher level of $3.15 per 100 lbs. now being in effect.

SHELLAC QUOTATIONS ON SLIGHTLY LOWER LEVELS

London, Ont.

Shellac prices have now been adjusted to slightly lower levels on nearly all size jugs and bottles. Following are current revisions:

SHELLAC—	Orange Gallon	White Gallon
1 gal. jugs	5 25	5 35
½ gal. jugs	5 45	5 55
Quart bottles	5 65	5 75
	Dozen	Dozen
Pint bottles	8 75	9 25
½ pint bottles	4 50	4 75
¼ pint bottles	2 65	2 85
¼ pint bottles	1 50	1 60

BRISK CURRENT SALE NOTED ON TURPENTINE

London, Ont.

Demand for turpentine is keeping up remarkably well, with buyers displaying a keen interest in the present market. Following are local unchanged price levels:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 80
2 to 4 bbl. lots	1 79
5 gal. lots	1 95
	Gal.
	1 85
	1 84
	2 00

DECLINE IN LINSEED OIL

London, Ont.

With the new crop of flax seed now coming on the market, linseed oil quotations have registered a gradual decline during the past few days. Following are current prices:

1 to 2 bbs., per gal.	1 10	1 13
3 to 5 bbls., per gal.	1 09	1 12
6 to 9 bbls., per gal.	1 07	1 10

Les barrels, add 15 cents gal.

OILED AND ANNEALED WIRE PRICES HIGHER

London, Ont.

Prices on oiled and annealed wire have been advanced fifteen cents per 100 lbs. Cut hay baling wire is also increased to a similar extent. Following are revised quotations:

OILED AND ANNEALED WIRE—
No. 11—$4.02 per 100 lbs. No. 12—$4.10 per 100 lbs.

ANNEALED HAY BALING WIRE—
No. 14. in coils, $4.15 per 100 lbs.

STIFF ADVANCE IN EFFECT ON AXES

London, Ont.

A marked price advance is now in effect on axes, the revised quotations containing an increase of $2.50 per dozen on chopping axes, a rise of $1.50 per dozen on boys' axes, and a similar upward movement on Hunters' axes.

IMPROVEMENT NOTED IN WINDOW GLASS SALES

London, Ont.

A good increasing sale is reported for window glass. Current local quotations on the domestic product follow, with imported glass at the revised levels recently announced:

WINDOW GLASS—	Domestic Small Lots	25 Case Lots
Single Diamond	10% off list	15% off list
Double Diamond	10% off list	15% off list

Cut lights, 75 per cent off light list.

GLASS OVENWARE IN SEASONAL MOVEMENT

London, Ont.

Fall sale of Pyrex glass ovenware has started and merchants are stocking up to meet the demand. The current quotation is unchanged at, list less 33-1/3 per cent.

Winnipeg, Man.

WINNIPEG, September 7.—Reports received from merchants in the country districts are of an encouraging nature as they all indicate an improvmeent generally throughout the trade, and when the crops are harvested they look for a revival of business; in fact it is beginning to show effects already. Merchants are buying more freely but in small quantities. Galvanized sheets are in good demand and the market has shown an advance. Black sheets as well as Canada plate have also stiffened up. With a number of small buildings as well as a few larger ones the demand for builders' hardware continues active.

FURTHER ADVANCE IN GALVANIZED IRON

Winnipeg.

Galvanized iron continues on an upward trend and quotations are advanced. One of the chief reasons being the increased cost of production. New quotations are as follows:

IRON, GALVANIZED—	
Premier: Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

HIGHER PRICES ON SHEETS AND CANADA PLATE

Winnipeg.

Black steel sheets and Canada plate have advanced. Ten-inch gauge has shown an increase of 10 cents bringing quotations to $5.45 and other sizes advancing accordingly. Canada blued plates have advanced 25 cents per box and quotations are $6.75. Revised price list reads as follows:

STEEL SHEETS, BLACK—	
10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

PLATES, CANADA—

18 x 21, per box, blued, $6.75; 18 x 24, blued, $6.75; 20 x 28, blued, $6.75.

BINDER TWINE STILL IN HEAVY DEMAND

Winnipeg.

Binder twine is in good demand and orders received have passed all expectations owing to the heavy yield of crops in the Western provinces this year.

AN ADVANCE RECORDED IN BAR IRON PRICE

Winnipeg.

Bar iron is moving fairly well. The market tone is strong and new higher levels are recorded locally. These revised quotations are contained in the current market price pages.

GOOD SEASONAL TRADE FOR PIPE FITTINGS

Winnipeg.

There is a good local trade for soil pipe and fittings at the present season. The undertone of the market is firm in sympathy with the upward trend in the iron and steel market.

NO CHANGE IN TURPENTINE QUOTATIONS

Winnipeg.

A seasonable demand is noted for turpentine with quotations ruling firm at the present levels of $1.85 per gallon.

FIRM TONE IN CORRUGATED SHEETS

Winnipeg.

Prevailing conditions in the galvanized sheet market where the tendency is strong contribute a firm undertone in corrugated sheets. The movement continues fair at this season of the year and prices show no change.

FIRM SITUATION IN WROUGHT PIPE

Winnipeg.

The undertone of this market is strong due to the production difficulties through the coal and rail strike situation. At present there is a fair demand for this line.

WROUGHT PIPE—	Black	Galv'z'd
⅛"	6 84	9 24
¼"	4 68	7 12
⅜"	4 82	7 26
½"	6 15	8 00
¾"	7 48	9 55
1"	10 45	13 72
1¼"	14 15	18 56
1½"	16 90	22 26
2"	22 72	28 87
2½"	36 00	47 22
3"	47 00	67 77
3½"	61 10	78 28
4"	72 36	93 28
4½"	84 27	107 15
5"	98 28	124 92
6"	127 47	162 06

LOWER PRICES NOTED ON LINSEED OIL

Winnipeg.

Linseed oil has shown another decline and quotations are $1.10 for raw and $1.13 for boiled per gallon. The demand continues good and an improvement is looked for just as soon as harvesting is concluded.

Hamilton, Ont.

Early Fall Activity Now Evident In Hardware Wholesale Circles

HAMILTON, Sept. 7.—A general review of the hardware jobbing trade shows quite a marked activity over recent weeks, especially in crop requirements. Orders are very plentiful but the quantities remain small and the general volume still short of the years of freer buying and higher prices. Jobbers generally are encouraging the retailer in careful buying and in careful credits and look for the returns from this crop to be used for purposes of liquidation rather than expansion. Collections are described as in fair shape considering.

Ready-mixed paints, varnishes and paint products generally are still enjoying a moderately good sale, and one manufacturer described the current movement as mighty good for this time of the year. While this activity was not being looked upon as the commencement of the fall trade, yet the call for paints, varnishes and enamels has kept up exceptionally well throughout the present period. Mid-summer is usually the quiet session, but the spring movement lasted longer than in previous seasons, while many distributors expect that the fall trade will become manifest a little earlier than usual owing to the ideal weather conditions for painting which usually exist at that period.

Building activity is continuing throughout most parts of the country and dealers are featuring substitute lines in case of fuel shortage, such as oil stoves, wood cutting equipment, etc. Special steps are being taken by many merchants to stimulate business.

Though marked progress has now been made in settling the coal strikes, fuel shortage and the threatened difficulty of moving coal even when it is available has given further strength to the already firm market for iron and steel and advances are being recorded on iron and steel products throughout.

A firm attitude is still evident in steel with a strong tendency on bar products, galvanized sheets, and other lines appertaining to the industry. Higher prices are recorded on many of these commodities on American markets. Metals on primary markets now display an irregular tone although quotations show little change. Trade in jobbing circles is commencing to reflect the usual Fall season, an improvement being noted, especially in lines for earlier dealer trade.

Business continues to ebb and flow in the ingot metals, with prices on primary markets registering minor fluctuations. These changes, however, are not considered of sufficient extent to affect domestic quotations, which are unchanged all through the list. The mid-summer customary conditions are now apparent in the non-ferrous group, and quiet trading is the general rule.

Calgary, Alta.

Ammunition and Hunting Accessories Form Seasonal Window Displays

CALGARY, Alta.—Guns, ammunition, shooting outfits and other needs incidental to the opening of the duck season, have occupied first place in window displays and advertising over the last week. Retailers report the sales of guns rather under the average, with ammunition and other shooting sundries moving in quite satisfactory volume. Some splendid windows were noticed, well calculated to appeal to the man with inclinations towards the freedom of camping life. Early reports seem to show that it has been hard to find a body of water within twenty-five miles of the city without too many shooters around it.

The threshing season has brought its usual crop of requirements and business in small size pipe fittings, valves and engine trimmings is reported as quite active. Orders are of the sorting nature but quite numerous and promise to continue fairly active throughout the season. A few cars of grain have been received by the elevators but this movement will not be general for another week at least.

Sheet Metal Business

Enquiries among the sheet metal manufacturers show a surprising volume of business over the last few months. One manufacturer described the season as the most satisfactory they had ever experienced. The general inclination of the past two years to postpone needed alterations and additions has made a lot of this work a present necessity, and the activity noted in this business seems due to continue throughout the winter. Further advances in flat sheets put in effect this week will in all probability be reflected in higher levels in corrugated sheets, eavestrough and kindred lines. With the approach of fall weather there is more of an inclination to close on pending furnace jobs and this line is reported active to a quite satisfactory degree, with more than usual enquiries from rural points.

Reports from the coal fields indicate that the mines are absorbing returning miners at a good rate; shipments are already going forward; and a busy fall and winter in this trade is assured. The miners returned to work at a 15 per cent. reduction under last winter's schedule, pending certain adjustments to be made in the American fields. The latest report is that this adjustment has been effected and Alberta mines will return to the schedule in effect last winter. If this report proves correct the general expectation of cheaper coal will not be realized at least, not to the extent that will satisfy the hope of the public. Jobbers report a noticeable activity from the coal fields both in general merchandise and mine supplies.

Price Developments

The most noticeable price changes this week place some of the heavier commodities on a higher level, and seem to confirm the opinions formed by those making a study of eastern industrial conditions.

Local quotations show the market change on wrought steel pipe, of two points advance on black and one point on galvanized, with demands fairly active on the smaller sizes for quantities to cover current needs. Current prices are as follows at Calgary, Edmonton and Lethbridge:—black pipe per 100 feet: ⅛, 7.09; ¼, 5.10; ⅜, 5.38; ½, 7.00; ¾, 8.61; 1, 12.13; 1¼, 16.43; 1½, 19.63; 2, 26.43; 2½, 41.81; 3, 54.69; 3½, 70.30; 4, 83.24; 4½, 96.91; 5, 113.09; 6, 146.65; 7 in., 211.36; 8 in., 222.12 Galvanized pipe per 100 feet; ⅛, 9.49; ¼, 7.54; ⅜, 7.82; ½, 8.85; ¾, 10.68; 1, 15.40; 1¼, 20.84; 1½, 24.93 2, 33.54; 2½, 53.03; 3, 69.38; 3½, 87.95; 4, 104.16; 4½, 119.79: 5, 139.73; 6, 181.21; 8, 305.00.

Such an advance is also reflected in higher levels on wrought nipples and couplings. Wrought nipples up to 4 in. are now less 45 per cent.; 4½ in. and over 32½ per cent. Wrought couplings up to 4 in. are less 10 per cent. and 4½ in. and over are plus 20 per cent. at Calgary, Edmonton and Lethbridge.

Brass Y blow off valves and fusible plugs both show substantial reductions over recent levels; new prices issued being as follows: Brass Y blow off vales, 1 in., 5.25; 1¼, 6.60; 1½, 8.60; 2, 12.20. Fusible plugs Alberta pattern ½in., 80; ¾, 1.00; 1, 1.30; 1¼, 2.75; Calgary, Edmonton and Lethbridge.

Flat sheet levels show a sharp advance of 35 cents per 100 lbs. on galvanized, and 25 cents on black, with stocks generally low and supplies slow in coming through. A fair activity for present needs is noted with no evidence of speculation. New prices Calgary, Edmonton and Lethbridge follow: galvanized sheets 10¾ oz., 9.25; 28 ga., 8.85; 26 ga., 8.55; 24 ga., 8.40; 22 ga., 8.40; 20 ga., 8.25; 18 ga., 8.25; 16 ga., 8.10.

Black sheets: 28 ga., 7.50; 26 ga., 7.40; 24 ga., 7.35; 22 ga., 7.35; 20 ga., 7.30; 18 ga., 7.30; 16 ga. 6.70; 14 ga., 6.65; 12 ga., 6.50; 10 ga., 6.45.

Canada plate is another commodity reflecting the stiffening effect of eastern industrial conditions. New quotation are 25 cents advance over recent levels and stand at 7.90 for 18 x 21 and 18 x 24 and 8.15 for 20 x 28 at Calgary, Edmonton and Lethbridge.

(Continued on page 50)

St. John, N.B.

Improved Tone in Maritime Hardware Business; Many Motor Tourists

ST. JOHN, N. B.—Activity in the harbor this week reached a level almost unknown before in the summer season, making it necessary for several vessels to anchor in the stream, until their berths were vacated. There has been another big increase in custom receipts for the month of August over the same month of 1921. The large increase this year is accounted for by the fact that sugar imports have been tremendous compared with other years. The energies of the St. John retail merchants are all directed towards making the Exhibition a success, and the local branch of their association has been very active in looking after the accommodation of visitors. Special parking places have been alloted for the use of automobile parties. The St. John Board of Trade is expecting many important men from all points of the Maritime Provinces at the Maritime Board of Trade meeting to be held in St. John during exhibition week. In looking over the list of guests, the representative of Hardware and Metal noticed the names of many prominent hardware merchants from Fredericton, St. Stephen, Moncton, Woodstock, Sackville, Chatham, Port Elgin, Caraquet, Halifax, Amherst, Kentville, Liverpool, Charlottetown, Summerside and Alberton.

Paint Trade Active

The paint business continues to be good in St. John, but the coal miners' strike in Nova Scotia caused the buyers at and near the coal mining centres to very much restrict their buying, and in some cases to cut it out altogether. This applied to all commodities, but now that the mines have resumed operations a feeling of optimism prevails, and it is believed that business in this part of the Maritimes will rapidly come back to ordinary routine. Aluminum ware is receiving a good deal of attention from the various hardware merchants, and so far as St. John is concerned the sales of this class of household hardware are very satisfactory. Many of the stores occasionally run special sales of aluminum goods with good results. One merchant stated that a special sale of a particular utensil always had the effect of speeding up sales of all aluminum

goods, and that very often the sale of the aluminum ware not advertised equalled the sale of the "special." Some time ago Emmerson & Fisher, Ltd., held a most successful sale of aluminum ware, and sold completely out of some articles very soon after the doors were opened to the public. W. H. Thorne & Co., Ltd., have held many successful sales, and during the day of the sale their kitchenware department was crowded all day long.

Senator Todd is quoted as stating that the factories in St. Stephen, Milltown and vicinity are all working full time, and that the merchants are doing a fair business. He also stated that there was very little unemployment in that part of New Brunswick. Premier Foster recently called a meeting of coal dealers in the province to consider the coal shortage. The dealers in St. John were caught with very low stocks of anthracite coal, but many of them are announcing that they have large cargoes of Welsh coal due at St. John within a few days, so there will be no coal shortage here.

Motorist traffic has been very heavy during the past few weeks, and a large number of visitors have called at the St. John office of the New Brunswick Automobile Association. One sees every day in the streets many American cars. To attract more of these tourists as well as several local needs, the provincial roads department is completing the missing links to provide continuous good roads from the borders, through the province, and over a hundred miles is being done this year under the Federal aid scheme. Hon. Mr. Veinot announces that he hopes next year to have a patrol system over 1,600 miles of main trunk roads to keep them in good condition, with a patrol crew for every ten miles, from May until the end of October.

Early Fall Activity

In St. John the first touch of Autumn weather always brings a big increase in the hardware business, owing to the fact that most property owners begin to realize that they cannot put off any longer the necessary repairs to their property before the winter is upon them.

Improved Tone in Maritime Hardware

Some revised prices in effect at the present time are as follows: Pig lead, $7.50. Sheet zinc, 10 cents in casks, smaller quantities 11 cents. Spelter, 15 cents. Ingot tin, 40 cents. Lead pipe, $12.50. Lead waste, $13.50. Cast steel, 20 cents. Tire steel, $3.50. Spring steel, $3.75. Machine steel, $4.75. Toe calk, $6.00. Sleigh shoe steel, $2.50. Bar iron, $3.30. Carriage bolts, ⅜ diameter and smaller, 6 inch and shorter, 40% off list, longer lengths 30% off. Lantern globes, short, $1.70; high, $1.70. Black sheets, 16 to 21 gauge, $5.05; 22 to 24 gauge, $5.15; 25 to 26 gauge, $5.20; 28 gauge, $5.35. Galvanized sheets, 16 to 21 gauge, $7.05; 22 to 24 gauge, $7.20; 25 to 26 gauge, $7.35; 28 gauge, $7.75. Churns, No. 0, $11.25; No. 1, $11.25; No. 2, $12.24; No. 3, $13.25; No. 4, $15.12. Screws, flat head, bright, 82½% off; flat head, brass, 77½% off; round head, bright, 80% off; round head, brass, 75% off; coach screws, 45% off. Steel thumb latches, No. 2, $2.20; No. 3, $2.80; No. 4, $4.25. Linseed oil, raw, $1.24 to $1.30; Boiled, $1.26 to $1.32. Horse nails, No. 3, $20.00; No. 4, $10.00; No. 5, $525; No. 6, $5.00; No. 7, $4.75; No. 8, $4.75; Nos. 9 to 12, $4.50. Putty in 25-lb. irons, $6.85; in 12½-lb. irons, $7.10.

Pittsburg, U.S.A.

Quotations on Pig Iron and Steel Still Continue Upward Swing

PITTSBURG, September 7.—The upward swing in pig iron and steel prices continues and with greater speed. There is the double influence of material being scarce and of sellers, as indicated in the report of a week ago, having concluded that there is no use trying to hold prices down, in the interest of stability, for the astonishing victory of the United Mine Workers and other labor matters, have forced inflation into the situation. The individual now feels that a reaction is inevitable some time, followed by a serious depression, and that meanwhile the only reasonable course is to secure as high prices as possible. As to when the break will come there is a wide range of predictions, from say two or three months up to a year.

Of particular interest in this connection is the appearance that the United States Steel Corporation is not making its usual effort to hold prices down. The corporation does not originate price advances, but shows little hesitancy in following advances, once made, by the independents. In 1920, and in the fore part of 1917, the corporation was very conspicuous in holding its prices at levels far below what was obtainable generally in the open market.

Coal and Coke Strikes.—Following the "Cleveland settlement" by which about 15 per cent. of the bituminous coal capacity formerly union signed the 1920-22 wage scale of the United Mine Workers for a period up to April 1, next, various individual operators or districts held out for a time, there being a drift towards signing. The Pittsburgh district held out the longest. On one day, after the Pittsburgh Coal Company had withdrawn, the Pittsburgh Coal Producers' Association decided to sign, and the next day the Pittsburgh Coal Company also signed, whereby the regular union bituminous coal strike was practically over, with a tremendous victory for the miners.

As to the strikes in the Connellsville region, which the trade has been calling "nonunion" since the region has been nonunion for over 30 years, but which the strikers considered union as they had suddenly joined the United Mine Workers by paying $1 or $2 each initiation fee, the posting notices, August 22 and 23, restoring the scale of September 1, 1920, the record high scale of the region, did not stop the strikes instantly.

(Continued on page 54)

The Brush Department

Cabinet Which Helps Sale of Brushes

Goyette Co., Montreal, Use Glass Fronted Cabinet Grouping Brushes in Bins According to Quality, Price and Size—The Customer Must Have the Right Brush to Make a Satisfactory Job

"THERE ARE few who enter the store who do not see our line of brushes," was a statement made to Hardware and Metal by A. Goyette, hardware merchant of Montreal, in discussing paint and brush business. An illustration appearing elsewhere in this issue shows that use is made of a distinctive cabinet which classifies the brush stock according to price, quality and size. This brush cabinet is one of the outstanding features of the paint department.

Mr. Goyette emphasizes the fact that to establish a good reputation in the paint department it is necessary to see that customers use the best brush for the application of paint or varnish. To this end he sees that every paint salesman is thoroughly acquainted with the various types of brushes and able to intelligently advise customers how to proceed.

The brush cabinet is altogether separate from a large display board which is used to show samples of stocked brushes. The various brushes are grouped in bins with tickets on each bin telling both the customer and salesman the number and cost of the brush. The glass front on the case enables the customer to see the wide range stocked and yet it keeps the stock comparatively free from dust.

Brush business has been active in this store, and much of the success is attributed to the attention paid to the brush stock and the steps taken to intelligently advise customers. The brush cabinet in question is one which might be copied to advantage by other hardwaremen.

BOECKH'S BRUSH NEWS

New Price List

Our new price list is now about ready and will shortly be mailed to the trade. We realize that considerable interest will be created by this new price list. If you do not receive one, send us a post card and we will mail you one at once.

It is of interest to all that among other changes the prices have been reduced on Boeckh's longer-length bristle brushes. We feel sure that the new prices will meet with the warm approval of merchants in all parts of the Dominion.

Boeckh quality is, if possible, now even higher than ever before in the history of this old-established Canadian firm. For this reason we wish to stress the importance of using our guarantee whenever extra selling arguments are necessary. The guarantee is a splendid selling point and should be used always.

The **Boeckh Company,** *Ltd.*

TORONTO - - CANADA

Makers of Everything Good in Brushes Since 1856

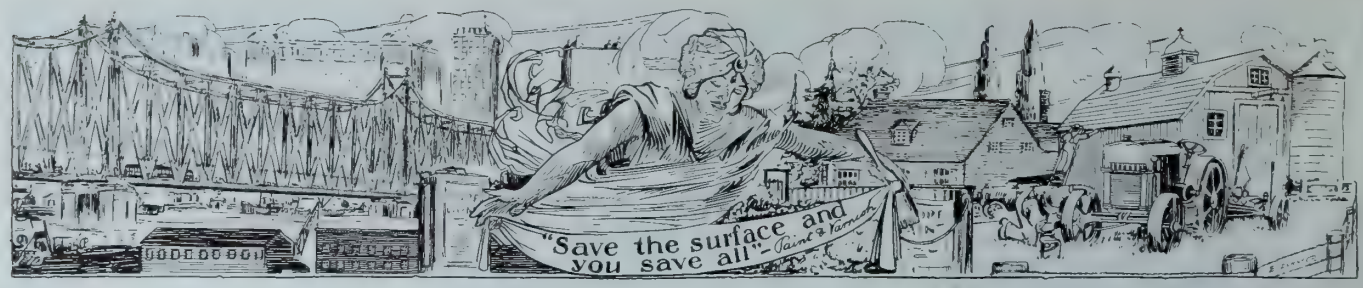
DISTRIBUTORS:

MONTREAL—The H. E. Smith Sales Co., 130 Craig St. W.

WINNIPEG—J. B. Buckham, 664 Broadway.

VANCOUVER AND VICTORIA—The T. S. Griffiths Co., 1080 Hamilton St., Vancouver, B.C.

If interested tear out this page and place with letters to be answered



Paint as Dividend Paying Investment

Hardwareman Finds it Helpful to Sell Paint as Insurance and a Paying Investment Combined—Householders Will Have New Appreciation of Value of Paint if Linked up in Tangible Form With Such Factors

A HARDWAREMAN who has developed an active paint business from small beginnings within the last few years credits most of his success to a sort of natural ability he possesses to make the point of his argument very plain to all prospects. He believes that too much of the publicity given to the subject of paint is so general that it runs off people's backs like "water off a duck." One of the ways in which he drives home the real meaning of his arguments is in making comparisons with other things with which people for various reasons are probably better acquainted. Take for instance the question of selling paint not only as insurance, but as a dividend paying investment. Does not such an argument make the prospect sit up and think? Read what he says in his own way:

"Honest, now, do you genuinely think that the average householder realizes the investment value of paint? Is he aware that, from the viewpoint of the man who buys and uses paint, it is an investment, a dividend payer and an insurance all in one? In short, that paint when applied to a house has a definite monetary value?

What They Say

"I've met lots of men who've painted their homes. I've met lots of others who are still postponing what they regard as an evil hour. In nine cases out of ten, I've heard one or other of the subjoined remarks (or something in effect the same):

"'I know my place looks shocking, but—well, it cost like fury to paint. I don't think I'll paint till next year.'

"Or this from the man who has painted: 'Yes—I know it costs money, but a chap has to do something now and then to keep his street looking nice. It's worth while, I assure you, from the standpoint of civic patriotism. I believe a man should make a sacrifice for his town now and then.'

"Boys, it just looks to me as though the Paint Man (I don't mean the Wonder-of-Wonders who does all things right, but the plain, average fellow) isn't rubbing into the universe the plain, solid, substantial, financial facts regarding paint.

"For paint is worth more than it costs to the man who buys it intelligently and uses it right. The man who buys paint (good paint, that is) invests his money to reap dividends. And this idea the Paint Dealer or salesman can't study too closely, digest too thoroughly, or hammer too hard.

"Just reason the thing out for yourself. Glance about your own neighborhood. It doesn't matter whether it's a rented house or an owned house, the logic holds good.

"Did you ever go house-hunting in a city where you had just decided to locate? Did you visit house after house, and house after house, your wife rejecting first this and then that—and did you at length, suddenly turning a corner, hear her say:

"'Isn't that cottage just too cosy looking for anything?'

"And the first thing you perceive about that cottage, when you mentally analyze it, is that the exterior paint is fresh and bright and new.

A Good Real Estate Agent

"Paint—Fresh Paint—is a ripping good real estate agent. It's the exterior appearance of a house that creates the first impression, and first impressions go furthest and are most lasting. Nor does it make much difference whether it's a $200-a-month house or a $25-a-month house. The rule holds good for both. It dovetails in different fashion—that's all. The big man who rents the $200 house demands fresh paint because he's aesthetically inclined, and insists on his surroundings looking bright and clean. The poorer chap, regarding things more from the superficial point of view, is unconsciously caught by the brightness, the cosiness, the suggestion of home, that comes of a freshly adorned exterior.

"That's true also of selling a property. Most people buy because they believe that buying is cheaper than renting; and they do it in the full expectation of having to sell it again. Smith may be promoted to another city, or Jones may build a larger house; both will need to sell. Let them both negotiate with the same prospective buyer, and Jones will hold the advantage if he can say: "That house was freshly painted this year. It won't need another coat for quite a while now." That means a surer sale; or, if the sale is sure, it means a better price. And when a man has to sell in a hurry, these considerations have each a money value that goes a long way toward paying for the paint.

Greater Wearing Value

"Then there's the greater wearing value of the house that's regularly painted. Paint adds years to the life of a building. It saves minor repairs. The painted building defies the attacks of wind and weather, of rain and snow and sleet, in much the way that the traditional duck's back sheds aqua pura. If the life of an unpainted house costing $8,000 is twenty years, that house is worth $400 a year, plus interest and taxes. Grant that one coat of paint adds a couple of years to that house's natural life—and you can paint it for $200 or thereabouts—you're saving the cost of the painting four times over. As a matter of fact, the life of an unpainted house will fall short of twenty years, and the paint will add a deal more than two years to the span. On the most cautious reckoning, paint is mighty cheap longevity medicine.

"That's paint talk from the investment standpoint—and that's the sort of thing householders need to be educated to. If every houseowner knew the investment and insurance of paint, house-painting would be a regularly recurring ceremony instead of an occasional dissipation.

"And it lies with you, Mr. Hardwareman, to educate the customer. Don't read him the entire lecture right off the

(Continued on page 50)

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Everlastic Asphalt Multi-Shingles

Wherever there's a roof, there's a Barrett customer—

Nobody wants to put on new roofing unless he has to — he'd much rather make the old roof last longer. That's why dealers everywhere are making big profits on Barrett Roof Repair materials.

It will pay you to tell your customers about these famous products — how they put off the expense of new roofs. Your efforts plus our advertising in the leading newspapers, farm and technical publications are sure to bring quick sales and good profits. Is your stock of these two well known Barrett products ample?

Barrett Plastic Elastigum Patching Cement

This tough, elastic, waterproof cement is the best and quickest cement for all kinds of patching. It has the consistency of thick molasses and is easily applied with trowel or putty knife. Adheres to any surface — wet or dry.

Plastic Elastigum forms an air-tight, water-tight joint or patch that is proof against the action of steam, fumes, acids and alkalies. It is widely used for waterproofing gutters, stuffing cornices — for flashing work of all kinds, and for damp-proofing parapet and fire walls, etc. Can be used on metal, stone, wood, concrete, glass, terra cotta, etc. Put up ready for use in standard sized packages from 1-lb. tins to barrels containing about 600 lbs.

Plastic Elastigum being used to repair an old roof

Barrett Liquid Elastigum

Recommend this preparation to customers whose roofs are beginning to show signs of wear. It is unequalled for reconditioning roofing of all kinds—"rubber," felt, and metal.

Forms a smooth, new waterproof surface that gives new life to a roof—stops small leaks and holes—reinforces the weak spots.

Liquid Elastigum is composed of time-tested waterproofing oils mixed with asbestos fibre. It is easy to apply with either brush or squeegee, dries quickly, and stays tough and elastic. One gallon will cover 100 to 250 square feet, depending on the condition of the roof. Comes all ready for use in packages ranging from 1-gallon tins to 40-gallon barrels.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered

DOES STEADY TRADE IN ELECTRIC APPLIANCES

A steady demand for electric stoves and ranges is reported by George A. McMurtry of St. Thomas, Ont. Despite keen competition from various sources including the electrical shops and a Hydro shop, Mr. McMurtry has been placing a number of stoves. He has an unusually attractive window display, the background of which is a handsome range. In front of it are various electrical utilities. In his adjoining window Mr. McMurtry has a display of builders' hardware.

Business he states has been very good all season and he is looking for it to be maintained throughout the coming months.

Discussing the trade he is doing in washing machines he stated that they have been moving steadily and that since he started handling them over 4 years ago he has placed more than 500 machines.

Lately the firm has been making a drive in wireless outfits and equipment and has placed a number, including one $700 outfit. This was a community affair and was sold to the citizens of Springfield. Every day at noon and in the afternoon there is a wireless concert given by Mr. McMurtry. The outfit is installed on a special table right up in the front of the store and is of sufficient range to pick up the service of the broadcasting station at Detroit.

In connection with wireless the firm is installing a special laboratory where wireless equipment will be specialized in and in the coming months plans to make an even bigger drive than formerly.

CALGARY MARKETS

(Continued from page 45)

All centre fire American metallic ammunition shows a reduction of five per cent.; ruling prices being changed from plus 15 per cent. on American list to plus 10 per cent. on with a further plus in both cases of 1½ cents per lb.

Boat and bridge spikes are marked lower with demand reported light; the change being a general leveling to eastern quotations. Current prices are ¼, 8.25; 5/16, 7.55; ⅜, 7.35; ½, 7.05.

Another advance of 10 cents per 100 lbs. is in effect on bar iron and mild steel and present prices on this commodity are as follows:

Rounds and squares 3/16, ¼ and 5/16, 6.25 base; Rounds and squares ⅜, 2 and flats up to and including 1 x 4, 5.20 base; Rounds and squares over 2 up to and including 2¾ and flats over 1 x 4 up to 6 in. wide, 5.65 base; Rounds over 2¾ up to 6 in. 5.95 base; Band Iron or Steel, 5.70 base; Sleigh shoe steel, 6.45 base.

PAINT AS DIVIDEND PAYING INVESTMENT

(Continued from page 48)

reel. Don't try to teach him the whole lesson at a single sitting. But today when you talk paint call attention to the fact that freshly painted houses rent more easily than others. Tomorrow or next day take a shot at the insurance phase. Sift in this information regularly, systematically and conscientiously.

"It will pay. It will pay best and most in the long run; and if you have the right idea of the paint business, you're building for tomorrow as well as for today. And if you doubt the need of some such education as this, just take a walk down any middle-class street in your town, and take note of the houses that ought to be painted, and are not. You'll come back ready and willing to do your share in instilling the investment idea of painting into the heads of your prospective customers.

"P. S.—While you're taking that trip, jot down in your note-book the addresses of those houses that need paint, and be sure to mail each owner a letter and some of your circulars."

Hot Protest by Retailers re Jobber

(Continued from Page 26)

"We are always ready to assist you in any undertaking that will improve and straighten the retail hardware man's footing and to combat the unfair competition of to-day."

In addition to the foregoing Secretary Macpherson also read this following letter which was received by him from a Western Ontario hardware merchant:

"We have written Hobbs telling them just how rotten we think they are acting. We buy a pile of goods from Hobbs but I feel that we shall have to side-step them unless they take some other stand.

"Will you please let me have a statement and the result of your conference so that I may know just what stand the Hobbs people are taking.

"I certainly wish you continued success in your efforts to put this just where it should be."

Warm Discussion by Executive

A rather warm and lengthy discussion followed the statements of the London delegates and the reading of the letters. President George May, of Toronto, stated that it was interesting that those retailers not directly affected by the alleged competition had pledged their support in the interests of those who were feeling its effect. John Caslor thought that letters from retailers to manufacturers protesting against allowing their products to be sold at wholesale prices would be effective. H. N. Joy stated that he thought all retailers doing business with the company should discontinue such relations until such time as the company would show itself to be definitely a retail or a wholesale firm. He also referred to the resolution passed at the last annual meeting of the Ontario Retail Hardware Association which strongly opposed the sale of hardware direct to consumers by wholesalers except in the case of contractors and factory trade.

Secretary Macpherson was requested by the Executive to send a letter to the Hobbs Hardware Co. on the subject; to write other jobbers through the Canadian Wholesale Hardware Association; and to write manufacturers, particularly those whose products carry a suggested resale price, directing attention to the situation which exists in London. Further action in connection with the matter will be taken upon receiving replies from these firms.

Hobbs Hardware Company Official Makes a Statement

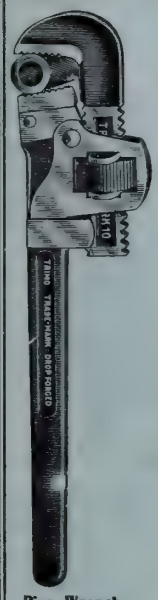
C. A. Whitwam, vice-president and managing director of the Hobbs Hardware Co., London, Ont., was reached over long distance telephone by Hardware and Metal and asked if he had any statement to make regarding the charges made at the executive meeting of the O. R. H. A. that his company was doing a large retail business and selling goods at wholesale prices direct to the public. Mr. Whitwam's statement is as follows:

"We are not selling retail at wholesale prices and if there are any cases where sales of Oneida Community ware or such lines have been made at wholesale prices they have been made without my knowledge or consent. In view of the fact that we have not yet seen the material which will appear in connection with the meeting we will withold our reply until your issue is off the press and will give you a statement for your next issue. In an organization with over one hundred employes something of this kind may slip through but it is certainly without my knowledge."

Mr. Gibson of the Toronto branch, Oneida Community Ltd., stated to Hardware and Metal that this company would secure its own evidence in regard to the situation in London, judge the relation between wholesale and retail trade on the merits of the case and take action accordingly. A definite statement of the company's position will be issued to the trade through Hardware and Metal very shortly.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Soligum
WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

SHINGLE STAIN in greens, browns and reds—also supplied in special preservative grade, in lithographed cans that don't leak.

STURGEONS LIMITED, TORONTO

Also Ferrolastic Metal Paint
Waterproofing Asphalt Paints
Flintex { Concrete Hardner / Waterproofing for Concrete
Sturgeons French Polish Wax
Varnishes, Colors, Etc.

KESTER
Acid Core WIRE SOLDER
REQUIRES ONLY HEAT

Sample for Test Upon Request

CHICAGO SOLDER COMPANY
4201 Wrightwood Ave., CHICAGO, ILL.
DIRECT FACTORY REPRESENTATIVES
FAUCETTE-HUSTON COMPANY, CHATTANOOGA, TENN.
LOUIS J. ZIESEL COMPANY, 216 MARKET ST., SAN FRANCISCO, CAL.

No. 1 Fire Pot
List Price, Each $27.20
Ask for Discount.

SATISFACTION AND PROFITS

It is a pleasure to use the No. 1 Improved Double Needle Fire Pot. It quickly heats a pair of 12 lb. coppers and a pot of metal. Top section is removable. Burner and Pump troubles are overcome. Gas orifice is cleaned by upper Needle, lower regulates, both are blunt, overcoming enlarged orifice and trouble caused in other makes having sharp Needles. They save time, fuel and money. Jobbers supply at factory prices. Catalogue free.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A.

COUNTER No. 4415.
144" long, 34" high, 24" deep.

Makes Selling Easier

The Handy Nail Bin Counter

It keeps your assortment readily accessible all the time.
It is fitted with galvanized metal lined bins.
The scoop as shown and a loader are supplied with the counter.
The loader enables you to fill the bins without the usual spilling and undue exertion.

Cameron & Company
74 Logan Ave., Toronto

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, September 7.—A further reduction in linseed oil prices in some quarters, thus bringing present quotations on raw oil below the dollar mark, is a feature of the paint markets this week. After a period of over a week when the flax-seed market recorded an easier tendency, the tone is now a little steadier. With the new crop appearing on the market in the near future, the trend of oil prices is hard to determine. Easier prices usually follow the advent of the new season's crop, but on the other hand present levels are considered very reasonable for this product. Turpentine prices are unchanged, with the market at primary centres fluctuating considerably. Demand is reported as lighter than formerly and there is not the same amount of strength in the undertone as was evident in recent weeks. There is a softer tone in shellacs and certain local distributors have reduced prices. Although new price lists have not reached the hands of local offices of brush manufacturers it is now understood that new prices are effective from September 1st and a revision, as outlined in previous issues, is made.

LOWER SHELLAC PRICES IN CERTAIN QUARTERS

Montreal.

The easier tone in shellac markets in primary centres is now reflected locally to an extent when certain distributors have reduced their quotations, approximately 50 cents per gallon. Other firms are maintaining former price levels, and there is still a wide variation among local houses. The usual summer dullness is reflected on primary markets, and demand is reported as being only of a very moderate nature. Average local quotations are as follows:

SHELLAC—

	Pure White		Pure Orange	
In barrels	4 60	5 05	4 35	4 55
5 gallon jugs	4 75	5 15	4 50	4 65
1 gallon jugs	4 85	5 25	4 60	4 75

BRUSH PRICES, EFFECTIVE FROM SEPTEMBER FIRST

Montreal.

Although new price lists have not yet reached the hands of local branch offices of brush manufacturers, it is generally understood that new prices are issued, effective from September 1st. Changes made are in accordance with reports in previous issues; a general revision including some declines, also increases in quotations on certain lines, while a number of lines remain unchanged.

FLUCTUATIONS NOTED ON TURPENTINE MARKETS

Montreal.

There is no further change in turpentine prices, and the local market is described as fairly firm with the question of obtaining further supplies having its effect in maintaining a stronger tone than would otherwise be the case. Fluctuations have occurred in the markets at primary centres during the past week, and there is not the same amount of strength in the undertone as was apparent in previous weeks. Demand has fallen off to an extent, buyers not anticipating future requirements to any extent and apparently willing to hold off with expectations of lower prices. With these fluctuations continuing, an easier market may be looked for, although certain importers are still of the opinion that the market will steady down and with demand again improving, will assume a stronger tone. Prevailing prices are as follows:

TURPENTINE—

1 barrel lots	1 60	1 75
2 to 4 barrel lots, per gal.	1 58	1 73
Broken lots	1 70	1 85

NO FURTHER CHANGE IN WINDOW GLASS PRICES

Montreal.

Current trade in window glass is still on the quiet side, although importers and distributors anticipate a more active movement within the next few weeks. It is pointed out that the period when heavier requirements are called for usually does not commence until the latter end of this month. Bookings up to this date have been comparatively light, dealers apparently willing to wait the actual consumptive demand. Quotations locally are unchanged at 20 per cent. off list prices, with a net list quoted, which offers slightly lower quotations for import orders.

LINSEED OIL NOW BELOW DOLLAR MARK

Montreal.

Linseed oil prices are now reduced below the dollar mark, raw oil being quoted at 98 cents per gallon in one barrel lots. The easier tone in the flaxseed market continued during the week, although at the present time it is reported as somewhat steadier. With the time when the new crop will first be marketed gradually drawing closer, developments in the oil market are expected, but with present levels now at reasonably low figures, it is thought questionable by some whether the market will show a further recession to any extent. It is reported that the by-products, cake and meal, are also much easier in price, and this tendency should assist towards a firmer attitude in oil. Although confirmation of the report that English oil had reached this market has not yet been heard, it is admitted that the London market is being watched with interest, and competition from this source may play an important part in the market in the near future. Reduced price levels are the following:

LINSEED OIL—

	Raw		Boiled	
1 to 2 bbl. lots, per gal.	0 98	1 06	1 00	1 08
5 to 8 bbl. lots, per gal.	0 96	1 04	0 98	1 06

Less quantities, add ten cents per gallon.

Toronto

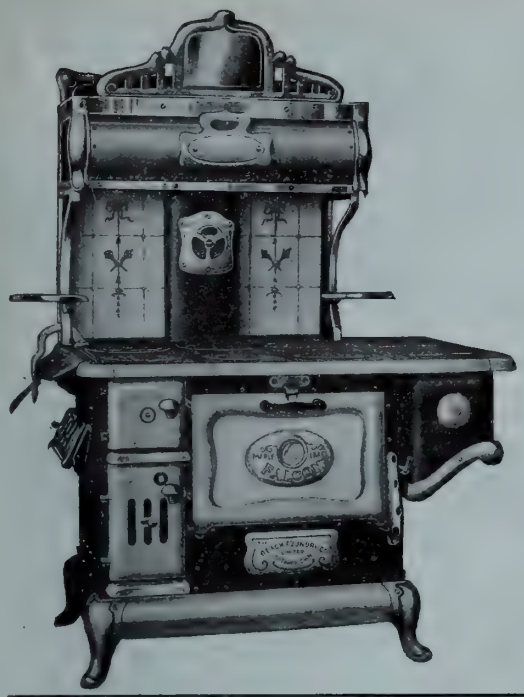
TORONTO, September 7. — Easier prices on both linseed oil and shellac offer the premier developments in the current paint material markets. The softer tone in shellac was pointed out in recent issues of Hardware & Metal, and prices have consequently receded on the domestic markets. Another reduction of five cents per gallon is recorded in linseed oil, this development being chiefly attributed to the trend of the flax seed market and the new crop now appearing. Turpentine quotations are unchanged this week, but the wide range in quotations recorded by the various distributors is still a noticeable feature. The new brush price lists are now being distributed to the trade by the different manufacturers, according to the revisions announced last week. The fall movement of putty is now commencing at new lower levels, while a satisfactory volume of trade is recorded in white lead in oil. Seasonal window glass sales are also in evidence, and an early fall movement in paint products is leading both manufacturers and distributors to look for another record season.

LINSEED OIL PRICES STILL FURTHER REDUCED

Toronto.

Another reduction of five cents per gallon is recorded in linseed oil prices this week, the change again being attributed to the current conditions in the flax seed markets. This development brings prices down to around the dollar mark for raw with the usual differential for boiled in some cases, while other distributors are showing quotations at $1.05 per gallon in one or two barrel lots. Thus the range previously referred to is still noted on the local market.

(Continued on page 54)



Confidence Begets Confidence

It is an old adage for those who would be salesmen that, in order to convince others, you must first be convinced yourself. If you are sincere you will be believed.

In heat making machines, the Maple Leaf line of stoves, ranges and heaters are creators of confidence. They will back up every statement that you make—they will please your clients—they will make money for you.

The Maple Leaf agency for your town is a valuable acquisition.

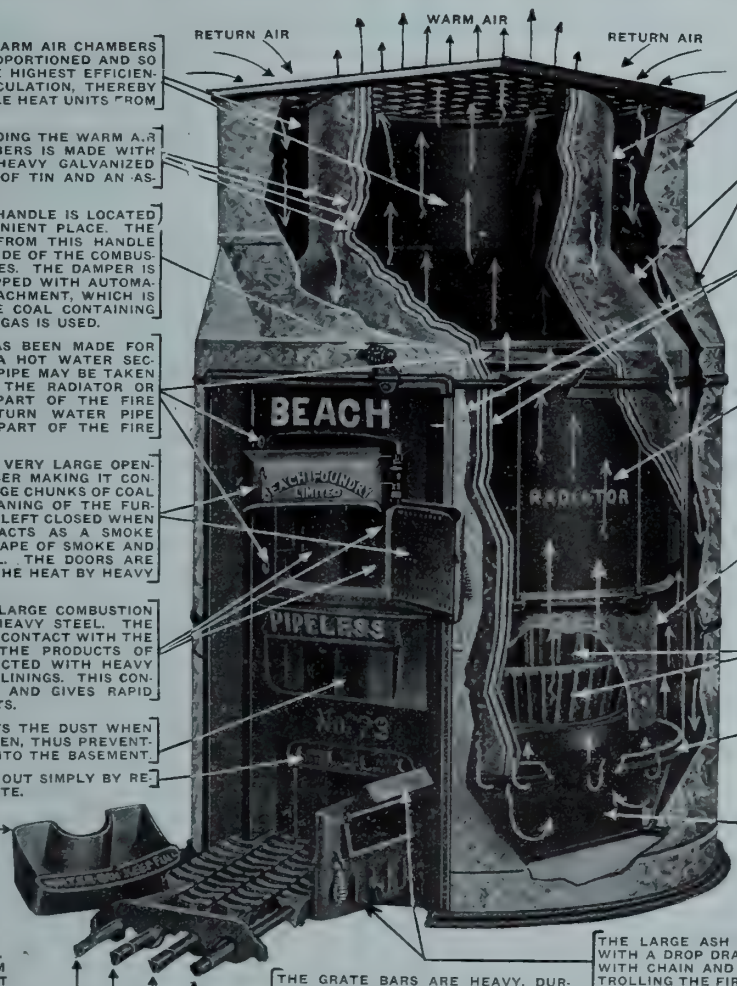
Maple Leaf Falcon

ONE OF THE MAPLE LEAF LINE

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs, which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.

Write For Full Particulars To-day

BEACH PIPELESS HAVE MORE SELLING FEATURES THAN ANY OTHER PIPELESS FURNACE



THE RETURN AIR AND WARM AIR CHAMBERS ARE SCIENTIFICALLY PROPORTIONED AND SO CONSTRUCTED THAT THE HIGHEST EFFICIENCY IS OBTAINED IN CIRCULATION, THEREBY OBTAINING ALL AVAILABLE HEAT UNITS FROM THE FUEL CONSUMED.

THE INNER CASING, DIVIDING THE WARM A.R AND RETURN AIR CHAMBERS IS MADE WITH AN OUTER LAYER OF HEAVY GALVANIZED IRON, AN INNER LAYER OF TIN AND AN ASBESTOS INTER-LINING.

DIRECT DRAFT DAMPER HANDLE IS LOCATED IN A HANDY AND CONVENIENT PLACE. THE DAMPER ROD LEADING FROM THIS HANDLE TO THE DAMPER IS OUTSIDE OF THE COMBUSTION CHAMBER AND FLUES. THE DAMPER IS OF FULL SIZE AND EQUIPPED WITH AUTOMATIC GAS EXPLOSION ATTACHMENT, WHICH IS VERY ESSENTIAL WHERE COAL CONTAINING A HIGH PERCENTAGE OF GAS IS USED.

SUITABLE PROVISION HAS BEEN MADE FOR THE INSTALLATION OF A HOT WATER SECTION. THE HOT WATER PIPE MAY BE TAKEN THROUGH THE TOP OF THE RADIATOR OR THROUGH THE UPPER PART OF THE FIRE DOOR FRAME, THE RETURN WATER PIPE THROUGH THE LOWER PART OF THE FIRE DOOR FRAME.

THE TWO DOORS GIVE A VERY LARGE OPENING TO THE FIRE CHAMBER MAKING IT CONVENIENT FOR ADDING LARGE CHUNKS OF COAL OR WOOD AND THE CLEANING OF THE FURNACE. THE TOP DOOR, IF LEFT CLOSED WHEN FIRING THE FURNACE, ACTS AS A SMOKE PLATE AGAINST THE ESCAPE OF SMOKE AND GAS WHEN ADDING FUEL. THE DOORS ARE ALSO PROTECTED FROM THE HEAT BY HEAVY METAL LININGS.

THE HOUSING FOR THE LARGE COMBUSTION CHAMBER IS MADE OF HEAVY STEEL. THE PARTS COMING IN DIRECT CONTACT WITH THE EXTREME HEAT FROM THE PRODUCTS OF COMBUSTION ARE PROTECTED WITH HEAVY CAST SHIELDS AND CAST LININGS. THIS CONSTRUCTION IS DURABLE AND GIVES RAPID RADIATION OF HEAT UNITS.

THIS DUST FLUE ARRESTS THE DUST WHEN GRATES ARE BEING SHAKEN, THUS PREVENTING IT FROM ESCAPING INTO THE BASEMENT.

THE GRATES ARE TAKEN OUT SIMPLY BY REMOVING THIS GRATE PLATE.

LARGE WATER PAN IS CONVENIENTLY LOCATED IN THE OPENING UNDER THE FIRE DOOR IN FRONT OF THE DUST FLUE AT A POINT WHERE THE HEATED CASTINGS EVAPORATE THE WATER RAPIDLY. THE HUMIDITY FROM THIS PAN GIVES MOIST WARM AIR CONDUCIVE TO GOOD HEALTH.

THE GRATE BARS ARE HEAVY, DURABLE AND OPERATE INDEPENDENTLY OF EACH OTHER, OR MAY BE OPERATED IN PAIRS BY THE ADDING OF GRATE BAR COGS. THEY ARE ALSO EASILY REMOVED BY TAKING OFF THE GRATE PLATE.

THE LARGE ASH DOOR IS EQUIPPED WITH A DROP DRAFT DOOR PROVIDED WITH CHAIN AND PULLEYS FOR CONTROLLING THE FIRE FROM THE FLOOR ABOVE. THE ASH DOOR IS ALSO PROVIDED WITH SLIDE DAMPER.

THE HOUSINGS FOR THE AIR CHAMBERS CAN BE ADJUSTED TO ANY BASEMENT HEIGHT.

ABSENCE OF ANGLES AND SHARP TURNS REDUCES FRICTION AND PREVENTS THE POCKETING OF AIR, THEREBY GIVING AN EASY AND FREE CIRCULATION OF AIR INTO AND OUT OF THE FURNACE.

SPECIAL LUGS WITH LONG THREADED SCREWS ARE ATTACHED TO THE INNER AND OUTER CASINGS AND SO ARRANGED THAT THE FURNACE CAN BE ASSEMBLED WITH EASE AND A GOOD TIGHT JOINT OBTAINED.

RADIATOR IS OF THE HORSE SHOE DESIGN AND OF LARGE SIZE. THE INNER PART OF WHICH FORMS THE COMBUSTION CHAMBER. IT IS OF HEAVY WEIGHT AND STRONGLY CONSTRUCTED, ALL RODS AND BOLTS BEING OUTSIDE OF COMBUSTION CHAMBER AND FLUES. THE STEEL HOUSING OF THE RADIATOR IS DRAWN TIGHTLY AGAINST HIGH CAST METAL RIBS, THEREBY MAKING A PERFECTLY GAS TIGHT JOINT.

SHIELD PREVENTING THE DIRECT HEAT OF THE FIRE POT FROM COMING IN CONTACT WITH THE LOWER PART OF THE INNER CASING PREVENTS THE FORMATION OF EDDIES OF HOT AIR AND THUS INCREASES THE FREE AND EASY FLOW OF THE HEATED AIR IN THE WARM AIR CHAMBER.

HEAVILY RIBBED TWO PART FIRE POT FITTING TOGETHER WITH DEEP CUP JOINTS MAKES THEM DURABLE AND PREVENTS THE ESCAPE OF DUST OR GAS. GUARANTEED.

THE WARM CHAMBER CASING BEGINS AT THE PROPER HEIGHT FROM THE BASE AND PERMITS THE RETURN AIR AT ONCE TO COME IN CONTACT WITH THE HOT CASTINGS.

VERY LARGE ASH PIT, WHICH MAY BE CLEANED EASILY ON ACCOUNT OF THE SQUARE ENDS.

BEACH FOUNDRY LIMITED

Head Office and Factory, Ottawa, Canada

Branches: 126 Princess St., Winnipeg, Man., and 1090 Hamilton St., Vancouver, B.C.

If interested tear out this page and place with letters to be answered

WEEKLY PAINT MARKETS

(Continued from page 52)

With the new crop appearing on the seed markets, the trend of oil prices is said to be more difficult to determine. Lower quotations on linseed are more or less usual this season of the year, especially if flax seed conditions are normal. Linseed oil is now considered to be at a reasonably low figure, and further recessions are considered as doubtful in some quarters. Crushers point out that the by-products, cake and meal, are also easier in price, and this factor has a decided tendency to maintain oil quotations. Following are the revised local prices.

LINSEED OIL—	Raw		Per Gallon Boiled	
1 to 2 barrels	1 00	1 05	1 03	1 08
3 to 4 barrels	0 99	1 04	1 02	1 07
6 to 9 barrels	0 97	1 02	1 00	1 05

Less barrels, 15 cents per gallon.

RANGE STILL EVIDENT IN TURPENTINE PRICE

Toronto.

The wide range in prices on turpentine being quoted by different distributors on the local market is again in evidence this week. Fundamentally quotations on this product are unchanged, but the fluctuations noted in southern primary centres have not affected the domestic values to the same extent as formerly due to the difficulties in transportation. This firmness apparent in the local market is due to the question of obtaining further supplies, this having some effect in maintaining a stronger tone than might otherwise be the case in view of the quiet trading in turpentine. Buyers are described as not anticipating their future requirements of this product to any marked extent. Recent reports from southern producing centres indicate that some trouble is being experienced in moving supplies owing to the transportation labor troubles. On developments in this direction depend the future trend of turpentine prices in production circles. Local quotations record the following range:

TURPENTINE—		
1 barrel lots	$1 70	$1 85
2 to 4 barrel lots	1 69	1 84
5 gallon lots	1 85	2 00

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

SHELLAC NOW REACHES LOWER PRICE LEVELS

Toronto.

As recorded in last week's issue of Hardware & Metal, the shellac market is headed towards easier levels and local quotations have gradually been lowered to the new levels quoted below. The demand for shellac at this season is considered as moderate, and with shellac gum in primary market centers recording an easier tone, quotations on shellac have consequently been reduced in many directions. In some quarters it is stated that the previous levels are being maintained. Anticipations for increased activity when the seasonal fall movement of paint products develops are cited as the reason for the variation in quotations. With an increase in trading in shellac, an improvement in current market conditions is naturally expected. Following are revised local price levels:

SHELLAC—	White	Orange
In barrels	4 60	4 20
One gallon jugs	5 10	4 70

NEW BRUSH PRICE LISTS BEING PREPARED

Toronto.

The revision to a slightly lower level in prices on painters' and household brushes is now general on the markets. Manufacturers announce that revised price lists are being issued, which show approximate revisions of a varying nature on the different lines. The new lists will be distributed as soon as received in printed form.

In making these revisions, the manufacturers point out that all brushes have been refigured at the prevailing replacement values, wherever possible, and the current price changing is the result. The new quotations are said to be as conservative as practical, taking into account the present state of the bristle markets, and will likely remain in force without further change for some time.

Prices on the bristle markets have remained firm, and no outstanding decline is looked for in this direction.

FALL MOVEMENT OF PUTTY NOW COMMENCES

Toronto.

Shipments of putty are now being made at the new revised prices, but the demand is not yet as active as anticipated for the coming fall months. Recently revised quotations are the following:

PUTTY— Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls.	$3 70	$3 95	$4 20
100-lb. drums	4 20	4 45	4 70
25-lb. irons	4 45	4 70	4 95
Bladders in bbls.	5 45	5 70	5 95
Do., less quantities	5 70	5 95	6 20
1-lb. tins	10 45	10 70	10 95

Pure Linsed Oil Putty, $1.25 per 100 lbs. advance ever above prices for similar quantities.

SATISFACTORY TRADE IN WHITE LEAD IN OIL

Toronto.

Current business in white lead in oil is reported by distributors to be quite satisfactory, sales being of a steady volume. Whether the recent extension of the booking date to November 30 will offer a stimulus to trade seems problematic at present, but the trade is satisfied that a good amount of fall painting will be done, and this will reflect to a great extent on white lead. Present quotations on white lead in oil are as follows:

WHITE LEAD IN OIL—	
In 5-ton lots	12 70
In 1-ton lots	13 45
Less quantities	13 80

SEASONAL GLASS SALES NOW IN EVIDENCE

Toronto.

The current market for glass is stated to be slightly improving, and the seasonable fall movement now shows signs of getting under way. Building proclivities have enhanced the demand for glass in various sizes, and it is felt that a large proportion of this season's glass sales are intended for installation in the many new homes that have been erected throughout the country.

Quotations remain at the revised discounts recently announced of less 20 per cent. on imported glass, while domestic window glass is quoted at list less 10 per cent., with an extra 5 per cent. on lots of 25 cases or over.

PITTSBURG MARKETS

(Continued from page 46)

Various meetings were held at which resolutions were passed to hold out for union recognition. Men drifted back to work in somewhat larger numbers than formerly. Day by day the trade watched the situation, but considered the strikes still in force, to an extent. September 1 came an almost comical denouement, for on that day car shortages were serious. There remained many strikers but the available jobs were filled. Actual shipments of coal and coke have simply increased somewhat more. They have been increasing more or less since last May. They are not large now, in proportion to requirements, and since September 1 the market has been stiffening. Connellsville steam coal is $4.75 to $5.25, furnace coke $11 to $12 and foundry coke $13 to $13.50, all per net ton f. o. b.

The pig iron market remains one of spot or prompt shipment, practically out of stock. Bessemer is up, on small sales, $2 a ton to $34, valley. It is said basic could not be had under $30, valley, but there is no likelihood any could be had at that figure. As to foundry iron the last valley foundry was sold some time ago and consumers have had to go farther afield. A couple of days ago a transaction occurred disclosing the situation plainly. A consumer in Pittsburgh wanted about 400 tons of foundry iron, and had to buy it in Buffalo, paying $34 at furnace. Adding freight to Pittsburgh and deducting freight from the valleys makes a valley equivalent of approximately $35.50, or $2.50 above the valley market previously quoted. Last March the valley market was $19.

Steel Production.—While coal production is increasing it can hardly increase to anything like the level of requirements, on account of transportation limitations, and steel producers and consumers are not given sufficient preference in the railroad distribution to improve their supplies much, while the few remaining stocks of coal have been playing out. It is a question whether the rate of steel production will be materially higher 30 days hence than it has been in the past week or two, when the rate of steel mill operation in general has been between 50 and 55 per cent., or say a little over 25,000,000 tons of ingots a year. The maximum this year was between 70 and 75 per cent., reached late in June, with an ingot rate of about 37,000,000 tons a year. It is doubtful whether such a rate will again be attained at any time this year.

The Perfect Grip

An ordinary hammer will slice the head off a nail, because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced Hammers will grip the **body** of a nail and pull it, head and all, clear through a plank. All nails are trailers to Williams' hammers.

Heads on or heads off, for drive or pull, Williams' Superior Drop-Forged Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through.

Literature ?

J. H. WILLIAMS & CO., Limited

"The Drop Forging People"

30 Thorold Rd., St. Catharines, Ont.

When Sales Come Easily

Effortless sales are the ones that mean most profit.

You don't have to spend time urging a customer to take something he already knows about.

These brands of files are known as the standard by file users. They are as good as sold the moment you stock them.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
22 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	50 00	.....	70.00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W...	33 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION
American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes. doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits. doz. ...	19 00	19 50

On weights heavier than base add to list as follows:
Group 2 ...0 50 Group 3 ...1 00
Group 4 ...1 50 Group 5 ...2 00
Group 6 ...2 50 Group 7 ...3 50
Axes, bench, 50-10-5% off list.

BABBITT
Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 75c. per lb.

BATTERIES, DRY CELL
Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50, each............. 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)
Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
~~Cut lace leather,~~ Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16......	$6 00	18-16......	$12 00
4-16......	5 00	19-16......	14 00
5-16......	5 00	20-16......	14 00
6-16......	5 00	21-16......	16 00
7-16......	5 00	22-16......	16 00
8-16......	5 00	23-16......	18 00
9-16......	6 00	24-16......	18 00
10-16.....	6 00	25-16......	21 00
11-16.....	7 00	26-16......	21 00
12-16.....	7 00	27-16......	24 00
13-16.....	8 25	28-16......	24 00
14-16.....	8 25	29-16......	24 00
15-16.....	9 50	30-16......	27 00
16-16.....	9 50	31-16......	30 00
17-16.....	12 00	32-16......	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	48 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).......	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)
List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS
Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX
Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

F.O.B. Montreal and Toronto.

BROOMS	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS
For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag., yard	1 00
Per bag, delivered	1 10
Less 5 per cent.	
Car load lots—Toronto.	
Per barrel	$ 3 70
Less car lots—	
Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP
A—8 doz. case ....$ 8 40
B—6 doz. case 7 00

CHOPPERS, FOOD
Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)
Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow Lever
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE
New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS
No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)
No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS	Doz. net
No. 3	$16 25
No. 3½	$17 50

COBBLER SETS
Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—
Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—
No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—
Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)
No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.
Toronto, $8.00; London, $7.75.

CROWBARS
Per 100 lbs.—Montreal, $7.75:

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz.......... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 .n	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5 32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in. $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kerney Foot Arcade ....60|5%
J. Barton Smith, Eagle.......55%
P. H. and Imperial ....60|5%
Globe ....60|5%
Nicholson ... .30%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under ... .25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish......... .. per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ....$ 8 10
For 17" Axle 8 50
For 19" Axle 10 00
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
Per Doz. Pair.
Atlas, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4" 12 40
Do., 5" 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 .... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do., No. 3 ... . 3 55

HINGES, SPRING—
No. 200 and No. 20, per gr. $21.25
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1.53	1.35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.00 to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 81
Potts' nickel plated, per set.. 1 87
Potts' handles, japd. grs..... 17 50
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12, and 14 ft. ... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases.... ...... 1 20 doz.
6 doz. cases .. ..$1 05 doz.
3 doz. cases .. ..$1 10 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 3 75
Barn Door, No. 5 .... 3 00
Do., No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90
Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

NAILS (Continued)

5½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood $3.65 base.

F.o.b. Montreal, $3.65 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 30	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

21 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... 0 67
2060 ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—
24 inch, per roll ... 5 50
36 inch, per roll ... 7 15
48 inch, per roll ... 9 85
72 inch, per roll ... 11 25
Put up in rolls.

NIPPLES:

See Fittings.

OAKUM— Per 100 lbs.

Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS Toronto

Royalite, gal. ... 0 20
Palacine, gal. ... 0 23
Gasoline, net, gal. ... 0 34
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Paraffine 0.20.0
List, less 15 per cent.
Polarine, per gal. list ....$ 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute ... 0 15
Coarse jute ... 0 11
Hemp ... 0 30
Square braided hemp ... 0 32
No. 1 Italian ... 0 35
No. 2 Italian ... 0 28
F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone ... 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette 0 85
Per 100 lbs.
Monarch sheathing, white .. 5 50
Do., gray ... 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Scythe brand dry straw 3 15
Spruce Sheathing, 36" and 72" wide ... 6 00
Asbestos Sheathing ... 6 75
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz. 3 20
Asphalt felt, 10 and 15 lbs., 3 75
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. ... 0 15
In kegs, 125 lbs. ... 0 16
In 50-lb. boxes ... 0 18
In 25-lb. boxes, lb. ... 0 19

PASTE—Solpar.

Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs. doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—

List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., to 6 inch ...less 33 1-3 %.
8 in. .. ..net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. ....less 45 %
8 in. ... net
List of Oct. 1, 1907.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt. .. 1 55
F.o.b. Montreal. Toronto 1 75

PLANTERS, CORN

King of Field, doz. 15 75
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box .$12 50
20x28IC, 112s, box 13 00
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net

4-oz. bottles ... 2 40
12-oz. bottles ... 4 80
1-qt. can (Imp.) ... 12 00
½-gal. cans (Imp. ... 20 00
1-gal. cans (Imp.) ... 28 00

Liquid Veneer— Doz. Net

4-oz. .. ..$ 2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz. each ... 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—

No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Rivets, ½ in. and larger, $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¼-lb. pks., 2c lb
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.
Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 65
Do., 18 wide ... 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. ... 0 70
5 and 10 gal. cans ... 0 85
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums ... 0 04
125 lb. drums ... 0 05
Above prices net. per doz.
5 lb. cans ... 6 60
10 lb. cans ... 12 00
1 lb. cans ... 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis ... 0 21
Beaver manila, basis .....,0 19
British manila, basis 0 19
New Zealand hemp, basis . 0 19
Sisal ... 0 17
Single lath yarn basis.... 0 17
Double lath yarn 0 17½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.
Yacht marline, tarred 0 53
Halyards, (basis) ... 0 46
Beaver Halyards, wht. pol.
¾ in. basis ... 0 30
Hemp, deep sea line, basis 0 46
Hemp, tarred ratline, basis 0 39
Hemp, tarred bolt rope basis 0 41
Marline and Houseline .. 0 41
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application
Cotton, ⅛ in. ... 0 46
Do., 5-32 in. ... 0 45
Do., 3-16 in. ... 0 42
Do., ¼ in. and up 0 41
F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS. Hand

Disston, D.8, 26 in., $31 25 doz

SCALES

Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—

Discounts off Standard List, adopted. July 6, 1922.
Wood, F. H., bright 82½/5%
Wood, R. H., bright 80/5%
Wood, F. H., brass 77½/5%
Wood, R. H., brass 75/5%
Wood, O. H., brass ....75 /5%
Wood, F. H., bronze......72½/5%
Wood, O. H., bronze........70 /5%
Wood, R. H., bronze ....70 /5%
Square cap 55%
Hexagon cap ... ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench

No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

TINKER TOM'S TALKS.

No. 375

HASH!

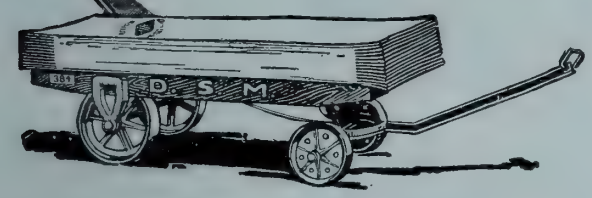
Just a few little "clean-up" items before the big fall rush.

STOCK ITEMS—Send for our list just compiled showing gauges and sizes "Premier" Steel and Toncan Metal Galvanized Sheets for immediate shipment.

WEIGHT CARDS—Do you want a clean, fresh card to tack up in the shop? Shows weight per sheet and per bundle, all gauges, Nos. 12 to 30. Will mail you one on request.

SAMPLE SHEET—How about sending for a sample sheet Toncan Metal and making up a Furnace Flue Pipe—It costs you nothing but the request.

TINKER TOM



MADE IN PREMIER CANADA

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

THE NAME "STILL" ON HANDLES IS YOUR GUARANTEE

that the handles have been made by handle specialists, who have reached their present high position in the handle business through many years of honest effort to give the hardware trade "the best possible" in handles.

Our aim is satisfied customers because we want your repeat business. Specify Still's Axe, Pick, Hammer, Sledge, Cant Hook and Peavie Handles. Always look for the name "Still's."

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs., 1/8 and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear.... 48 00
Do., nick., cyco bear...... 63 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in 1/2 dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22 1/2
Brackets for above...... 2 00
National Flat Track, 1 1/4 in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................. 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11 1/2
550 feet 0 12 1/2
600 feet 0 13 1/2
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only)
Rebate of 1/8 cent. lb. on 10,000 lbs. and 1/4 cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, 1/2" to 2" 50%
Do., 2 1/2" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1 1/4	0 70	1 00
1 1/2	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
White ware, 50 and 10%.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, 17 1/2%.
Heavy Galv. pails and tubs, 17 1/2%.
Hollow ware, add 40 per cent.
Garbage pails, 17 1/2%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7 1/2%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—1/4 in., $28.00; 5/16 in., $24.40; 3/8 in., $22.80 7/16 in., $21.00; 1/2 in., $19.60; 9/16 in., $18.80; 5/8 in., $18.60; 11/16 in., $12.40; 3/4 in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1 1/8 in., 1 1/4 in., 1 5/16 in., $18.00; 1 3/8 in., 1 1/2 in., 1 5/8 in., $18.40; 1 3/4 in., 1 7/8 in., 2 in., 2 1/8 in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, 1/2 lb per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Oiled and Annealed, extra, 15c.
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42 1/2% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541EB.... 160 00
Favorite, No. 511E 95 00
Favorite, No. 512 .... 112 00
Royal Canadian 88 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 95 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eve 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Discounts from above list 30%.
Freight equalized on half dozen wringers and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton, Collingwood, or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs 0.17
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 12-14
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 21-27
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls..... 0 07
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 7 53
Vitralite	7 87
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 27
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 10
Hillcrest Sanderson's	7 10
Luxeberry	6 85
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 20 per cent.
Domestic, less 10 per cent.
Extra 5 per cent. for lots of 25 cases or over.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal, 60% off.
Outside Points, 50/10 off.

GLAZIERS' POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall. white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50
Pearcy's Prepared, floor	3 10
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—	Per 100 lbs.
G., medium grade	$ 9 25
Water white	11 25

SHELLAC	Pure White	Pure Orange
In bbls.	4 60	4 20
Gal. Jugs	5 10	4 70

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S. P.)	1 45	1 65
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
O. P. W. Creolin	1 35	1 55
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 18
B. H. Maritime Spar	5 23
B. H. Hard Oil	2 57
B. H. Gold Medal	3 28
Elastilite, Imp. V.	3 95
Granitine Floor Finish	3 95
Hydrox Spar, Imp. V.	5 00
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
C.P.C. Sun Aero Spar	4 60
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No., No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not, S. W.	4 03
Quick Action House	2 70
Rexspar, S. W.	5 14
Scar-Not S.W.	4 76
Lowe Bros., durable floor	4 60
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor.	4 95
Luxeberry Light	4 85
Luxeberry granite	5 00
Luxeberry spar	5 72
Ramsay's Universal	3 85
Ramsay's Agate Floor	3 90
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 10
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	2 30
Dougall Univarnish, clear	4 50
Dougall Transparent, spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints 5 lb. pkgs.	(per 100 lbs.) White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.
300 lb. bbls.	7 00 8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkgs.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List Prices per dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit	......	17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel. $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $9.60

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65: Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2. $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0. $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.06; 10 in., $5.63; 12 in., $6.75; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.19; 3 in., $7.13; 4 in., $9.00; 5 in., $12.75

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 40%

FITTINGS—Malleable

Class A 65%
Class B and C, off new list 70%
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each
Cast Iron, No. 8 ...... 0 90
No. 9 .... 0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17.50
Lightning $17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.
Raw $1 10
Boiled 1 13

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt		$10 50	$11 00
Empress		12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5	[illegible] 25	$7 00	5 25
No. 6	[illegible] 00	6 75	5 00
No. 7	[illegible] 75	6 50	4 75
No. 8	[illegible] 75	6 25	4 75
No. 9	[illegible]	[illegible]	[illegible]

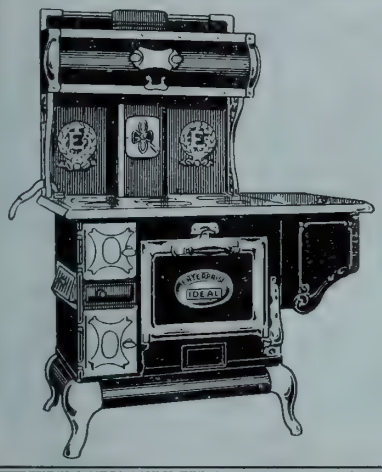
The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

THE IDEAL RANGE

Like all stoves and ranges manufactured by the Enterprise Mfg. Co., the Ideal Range is unsurpassed for perfect operation, fine finish, beauty of design and durability. This is not a high priced range but an ideal range for those who wish a quality stove at a moderate price.



The body is made of heavy rolled steel, polished, all seams, etc., are strongly riveted and bolted together. Detachable reservoir. Trimmings and curved supports are highly nickel plated and polished. White Enamel Panels.

Write to-day for illustrated catalog of Enterprise Stoves and Ranges.

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED

(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

Per 100 feet.	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel ... 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28. blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$6 00
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones. D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4. $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.85 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing ... 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	—Dozen— Black,	N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES	Doz.
Regent	$69 00
New Era	76 50
Universal	49 50

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Steel Co. of Canada, Ltd., The Hamilton, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
J. N. Warminton & Co., Montreal, Que.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

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United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

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BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
Falls, N. Y. ....
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Pritain, Conn.
B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, AUTOMOBILE
Dominion Chain Co., Ltd., Niagara Falls, Ont.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS
CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.
Sterling Foundry Co.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited. Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co. Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamiton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
The Stanley Works, New Britain, Conn.

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F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Rutterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Onelda Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Onelda Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottschalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montrea.l
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Beatty Bros., Ltd., Fergus, Ont.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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Can. Fairbanks-Morse Co., Montreal, Que.

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The Ontario Plate Glass Ltd., Hamilton, Ont.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

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If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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WANTED—RETAIL HARDWARE SALESMAN, state experience, age, height, weight, married, religion, salary. Mills Hardware Co., Hamilton, Ont

WANTED

HARDWARE BUSINESS IN TOWN OR CITY. Stock from $10,000 to $25,000; will pay cash for stock and will either buy or rent property. Give full particulars in first letter. Mr. Theron Buchanan, 2 Lansdowne Road, South, Galt, Ontario.

I WANT TO BUY A GOOD HARDWARE BUSINESS in live town or village. Send full particulars in first letter. Box 4, Hardware and Metal, Toronto.

COMPLETE SET TINSMITH'S TOOLS wanted. Send list, make and cash price with full particulars. Box 1, Hardware and Metal, Toronto.

I AM OPEN TO INVEST $7,000 OR $8,000 IN A good going hardware business. I have had the experience and can assume all the responsibility. All replies to this advertisement will be strictly confidential. Address Box 3, Hardware and Metal, Toronto.

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TRAVELLER WITH EIGHT YEARS' TRAVELling experience, calling on the Hardware and Automobile Accessory trade, would like one or two lines on commission. Box 603, Hardware and Metal. Toronto.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

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OLD ESTABLISHED HARDWARE OF PURvis Bros., Ltd., in the prosperous town of Sudbury, in the centre of the world's greatest Nickle Mining District. Sudbury is a considerable Railway Point and is surrounded by much very productive land and the greatest lumbering centre of Ontario. Stock is reduced to under 12.000.00 and is in good condition. Established thirty-two years. Advanced age and failing health only reasons for selling. Premises can be rented or bought. The International Nickel Mines to re-open in September. Purvis Bros., Limited, Sudbury, Ont.

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HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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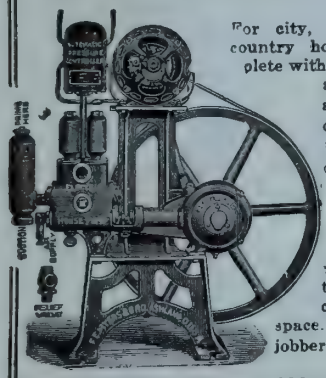
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong compact, easy to install, occupies small space. Ask your jobber or write us.

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For Distinctive - - Planned to Pull

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Ontario—T. Mortimer & Co., Toronto.
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Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

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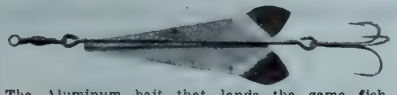
HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



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RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK	*Retail Prices*	
Challenge adjustable Leg Bands	15c per doz.	85c per 100
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Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

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Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

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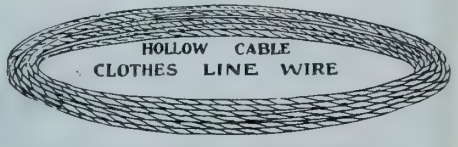

Western Wire & Nail Co.
London, Ontario

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

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FORD CAR PILOTED BY GEORGE GORDON MAKES FAST TIME TO COAST AND GETS GOLD MEDAL.

Made Trip of Seventeen Hundred Miles Over Rocky Mountains in Eight Days without Repairs or Change of Tires.

[*From the Edmonton Journal, July 15th*]

The recent pathfinding tour from Edmonton to Victoria, B.C., brought further laurels to the Ford Car and it demonstrated that this popular car can be operated successfully under the most severe conditions.

When the City of Victoria offered a gold medal to the driver of the first car to blaze a trail from Edmonton to Victoria via Jasper Pass, Yellowhead Pass and Kamloops, it was considered an almost impossible feat, and if accomplished the trip would take from three to five weeks and the car would be almost a wreck.

A motor road between Edmonton and Victoria has been the dream of Western Canadians. An automobile had never crossed the Rocky Mountains. Mr. George F. Gordon, the winner of the Gold Medal gives unstinted praise to the Ford Car in which he made the trip:—"I knew that if any car got through in reasonable time it would be the Ford, and to back my own faith, I purchased a new Ford Roadster. We never had the slightest trouble with the engine, and we found it economical on both tires and gas. We had no further damage than a broken spring leaf, and never used any of the spare parts. The tires do not show any wear at all, nor did we have a puncture. If I should ever have occasion to make a similar trip I will take a Ford."

Remarkable, Yes! Unusual, No! Every day on the ragged edge of civilization, hundreds of Fords blaze new trails, do the impossible. Sufficient publicity has not been given to the unbelievable performances of the Ford.

128

FORD MOTOR CO. OF CANADA, LIMITED, FORD, ONTARIO

Hundreds of Hardware Men use this Special

DAYTON

Hardware Scale

You don't need to take OUR word for its merits. We'll wager you have a fellow hardware merchant in your district who is using a Dayton Hardware Scale—because hundreds of hardware dealers all over Canada are enthusiastic users. Ask him. He will tell you what it has meant in HIS business.

It will Safeguard your Profits

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We also make the International Recording Door Lock and Autograph Recorder—the finest protective system that any business can have. Write us for descriptive literature.

The Dayton is sold on attractive monthly payments. Discount for cash.

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THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 37 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA September 16, 1922

HEATRAY

National ELECTRIC

THIS FALL, more than ever, the "Heatray" will be a profitable, quick-moving, easily sold article which every hardware man should handle.

Portable, adjustable, handy and handsome it supplements furnace heat. Its genial glow makes every corner a cozy corner. It meets, fully, the needs of Canadian homes for an auxiliary heater.

Our Latest Model has Removable Element which fits like a lamp.

The National Electric Heating Co.
Limited

TORONTO CANADA

TOM KEPT RIGHT AFTER THEM

Tom and Bill went out after partridge. Bill walked a mile, found a likely looking spot in the depths of a hardwood bush and settled down. "This is a great spot for birds," said he to himself. "I'll just sit here and bag 'em as they pass."

But Tom kept on going. He combed the open places and the dense woods, and the partridge fell before his expert aim. By sunset Tom's bag was full.

Bill brought back one bird. "I found a wonderful spot in the bush, but darned if I could knock down more than one. I only had three shots!" Bill cried.

"Ah," jeered Tom, "you didn't go after them! I kept right after them all day, Bill, and I've got a bagful. If you'd kept on the jump and chased the birds, instead of waiting for them to come to you, why, you'd have a full bag, too. You're as good a shot as I am, and you had just as good ground to cover—just as good ammunition!"

There's a lesson there. Are you Bill? Or are you Tom? Do you sit down and wait for customers to come to you, or do you go after them? The woods are full of people who want enameled ware in their kitchens, who require SMP goods in their homes. Are you waiting for them or are you going after them?

We supply you with the ammunition—beautiful window trims, counter cards, giant ads, newspaper advertising on a large, forceful scale, a "Manual of Selling Points" to help you sell, price tags and other things. Toms all over Canada are using this ammunition to wonderful effect.

How about you? Particulars on request.

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SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

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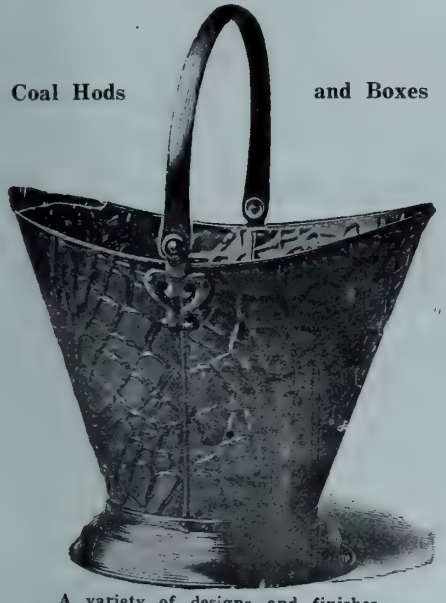
In all sizes and designs from 18" to 30" x 9". 12" and 15" deep.

Coal Hods and Boxes



A variety of designs and finishes.

THE COAL SHORTAGE
will create a demand for
FIRE PLACE FIXTURES

Basket Grates	**Fire Sets**
Andirons	**Coal Hods**
Fenders	**Spark Guards**

When your customers want these, and they will want them in a hurry, remember that our stocks are very complete, and we will give your orders prompt attention.

Andirons

In Black, Antique Brass or Copper, and also in Polished Brass.

Special Designs in Fenders, etc., made up to order

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

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RENEWABLE DISC GLOBE & ANGLE VALVES

UNION BONNET

For use in Plants where continuous service is required and where discs must be changed quickly without injury to the valve.

Made in Sizes $\frac{1}{4}$ to 3 inch.

FOR STEAM WORKING PRESSURE UP TO 150 LBS.

Steam Working Pressure Cast on Valve. Body, Bonnet, Stem, Disc Holder and Gland made of Brass. Wheel, Stuffing Box Nut and Union Bonnet Ring, made of Malleable Iron, which is Stronger, Stiffer and Tougher than any Brass, an essential Feature when considering the rough treatment these parts receive.

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No. 7

2

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A Safety Hasp That Does Not Bind

A safety hasp that does not work easily is a nuisance to the user, and a bad advertisement for the merchant. Like poor hinges, a poor hasp will cause loss of time, and irritation. The spinning of the pin is an important operation and one that is often neglected or eliminated entirely in some makes of hasps.

In the **No. 915 Wrought Steel Safety Hasp** there are several features of considerable importance to the merchant, and the ultimate user. Smooth spinning of the pin, and snug joints ensure easy, even working. The strap of the hasp is offset at the joint, allowing it to be perfectly flat along the front surface. The screw holes of the hasp and staple plate are countersunk and are perfectly smooth. The hasps are made with concealed screw holes, making it impossible to take the hasp off when locked. There is also the moveable plate to take care of shrinking of door without re-setting plate. The vertical staple permits the padlock to hang straight. The No. "915 Safety" hasps come neatly packed, dozen hasps in a strong, neat box. Made in 3″, 4½″, 6″ sizes, from bright, Cold Rolled Steel.

Canada Steel Goods Company

LIMITED

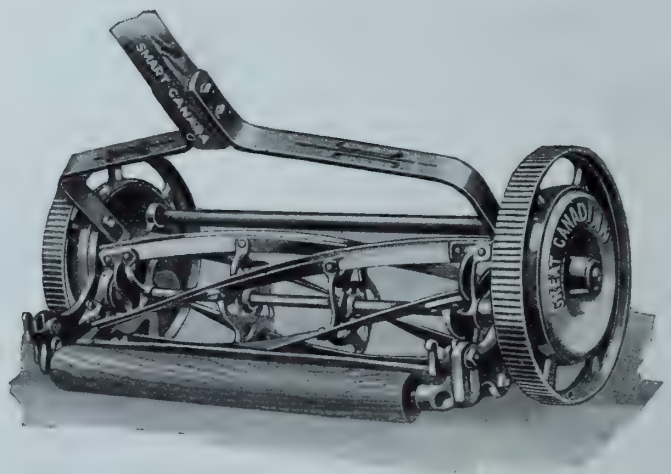
Hamilton - - Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

OUR 1923 MOWER PRICES ARE GUARANTEED ONLY AGAINST DECLINE

PLACE YOUR SPRING BOOKING NOW



JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

The Difference

1. The trolley — rigid. In Slater No. 1914 hanger the trolley is made of malleable iron—not light pressed steel pieces.

2. The top loop—more rigidity. And the top loop is made of heavy malleable iron, too—not pressed steel—an added reason for rigidity.

3. The lower loop—stronger. 10-gauge pressed steel—about twice as wide as the average loop.

4. The pendant — adjustable. Will fit any door 1½" to 2¾" thick.

5. The packing—easy handling. Neatly packed ready for setting up.

6. The selling — profitable. You can sell—when you know these differences—more No. 1914 hangers than any other.

N. SLATER COMPANY, Limited

Hamilton - Canada

T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Que.
N. J. Dineen, Winnipeg.
A. T. Chambers, Vancouver, B.C.

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Clotheslines that wont split Clothespins

That's what every woman wants.

Plymouth Manila Clotheslines, 6-thread fine, are just the right size to fit the pins properly, yet strong enough to hold the heaviest wash without danger of breaking. Put up in 50-foot hanks, four connected making possible lines of 50, 100, 150 or 200 feet in length.

Each dozen hanks in attractive display package. Six packages in carton.

An attractive package, easy to sell.

A quality rope, made by Plymouth.

A very good profit to dealers.

An exceptional sales proposition.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH TRADE MARK 1824

5.75

PLYMOUTH *The Rope You Can Trust*

Now is the time to get set for the big October sales. If you have not placed your order do so at once, and be ready to meet the demand.

The Westinghouse Cozy Glow has quality and satisfaction built into it.

It's Cozy Glow Time Again

ORDER FROM OUR NEAREST SALES OFFICE.

Sales Offices:

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Nova Scotia Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave., E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

TORONTO, 366 Adelaide W.
CALGARY, 316 3rd Ave., E.
MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
VANCOUVER, 1030 Mainland St.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

Westinghouse

If interested tear out this page and place with letters to be answered

CELEBRATED I.XL CUTLERY

Manufactured by

GEO. WOSTENHOLM & SON

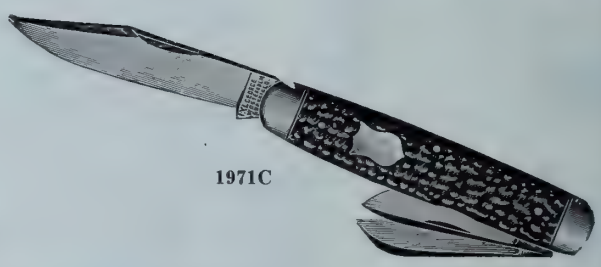
SHEFFIELD, ENGLAND

Makers of High-Grade Cutlery Since 1694

292

292

1975



1971C

611

1944

"IXL" Cutlery embraces a most complete range of Pocket Knives, Razors, Butcher Knives, Table Knives, "Stainless Steel" Table Knives, Carvers in cases, etc. Known since 1694 as the Cutlery of excellent quality and value.

OUR FACTORY BACKED BY CENTURIES OF EXPERIENCE.

Carried by all wholesale houses throughout Canada. Ask your jobber's salesman to submit samples.

A. MACFARLANE AND COMPANY Ltd.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered

TIGER BRAND

WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12½ lb., 25 lb., 50 lb., and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

M.R.M. Co.

"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-Chilled Shot in twelve sizes.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered

WAYAGAMACK PURE KRAFT

as a wrapping paper is acknowledged to be the

Acme of Perfection

Its attractive appearance, great strength, toughness, pliability and high quality generally stamp it as the best value that can be obtained and consequently the cheapest wrapping paper on the market. It is also largely used in the manufacture of bags and commercial and notion envelopes, which give the maximum of service at a minimum cost.

Ask any paper wholesaler to demonstrate this and explain why

Wayagamack Pure Kraft

means

Strength and Security

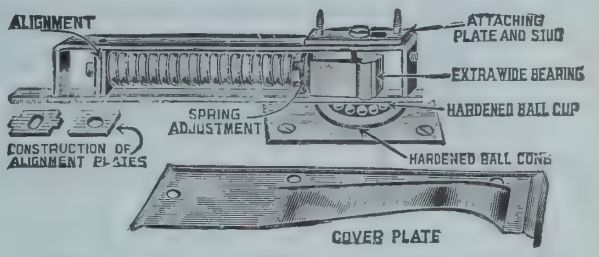
In next week's issue there will be published a list of wholesalers from whom Wayagamack Pure Kraft may be obtained.

If interested tear out this page and place with letters to be answered

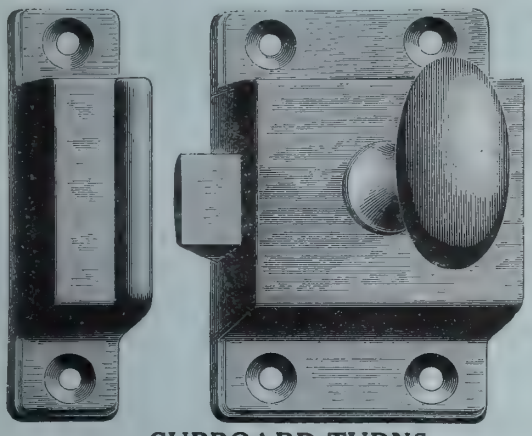
T. F. Designs AND Quality Finish

Outstanding Features that Create Quick Sales

CABINET PULLS
No. 525. Royal Bronze.
No. 550. Plated.

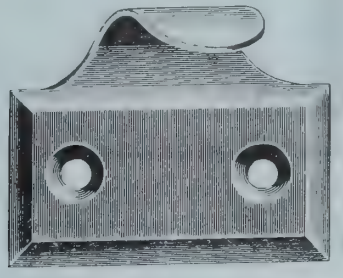


THE CHIEF SPRING FLOOR HINGE



CUPBOARD TURNS

Full details of these lines and others are fully given in the Taylor-Forbes General Catalogue



SASH LIFTS, No. 341-342
Bronze or Plated.

PULL DOWN HOOKS

No. 100. Iron Plated.
No. 101. Solid Bronze.

Insist on T.F. Quality and you get the best.
—If your jobber can't supply you write us.

SASH FASTS

TAYLOR-FORBES Company, Limited

HEAD OFFICE AND FACTORY **Guelph, Ont.**

TORONTO
QUEBEC
WINNIPEG

MONTREAL
ST. JOHN
REGINA

VANCOUVER
HALIFAX
CALGARY

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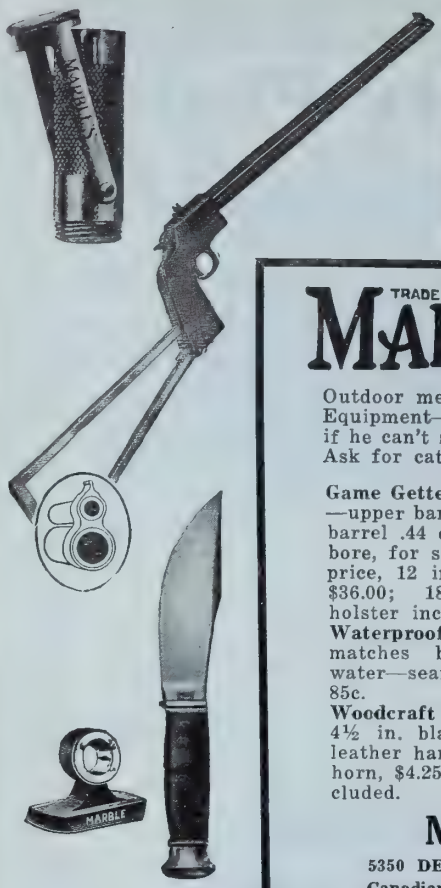
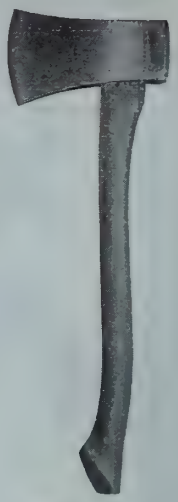




TRADE MARBLE'S MARK Outing Equipment Ready Fall Sellers

Outdoor men are acquainted with the dependability of Marble's Outing Equipment—order these ready sellers of your jobber, or direct from us if he can't supply you. Liberal discounts from these Canadian list prices. Ask for catalog.

Game Getter Gun—Two guns in one—upper barrel .22 cal., rifled; lower barrel .44 cal. and .410 ga., smooth bore, for shot, or round ball. List price, 12 in. barrel, $34.00; 15 in., $36.00; 18 in., $38.00; leather holster included.

Waterproof Matchbox — Keeps matches bone dry, even under water—seamless brass. List price, 85c.

Woodcraft Knife—All-purpose knife, 4½ in. blade. List price, No. 49, leather handle, $3.15; No. 50, staghorn, $4.25—fine leather sheath included.

V-M Sight—Greatly improves the shooting. List price, $2.25. Full line Marble's gun sights described in catalog.

Shotgun Cleaner—Softest brass gauze washers clean without injury. List price, $1.40. **Rifle Cleaner,** 85c.

No. 9 Belt Axe—2¾ x 4¾ in. blade, finest steel, 14 in. handle selected hickory. List price, $2.10.

Safety Pocket Axe—Guard folds into handle. 2⅜ x 4 in. blade, metal handle, $4.50; wood handle, $2.80.

MARBLE ARMS & MFG. CO.

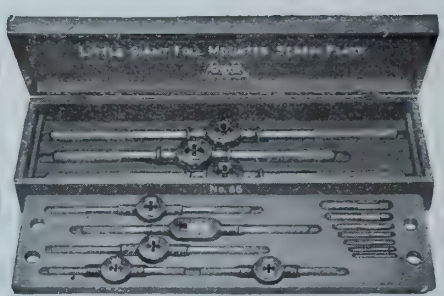
5350 DELTA AVE. - - - - - - - GLADSTONE, MICH.

Canadian Representatives:—Fraser & Co., Montreal, R. H. Conley, Winnipeg.

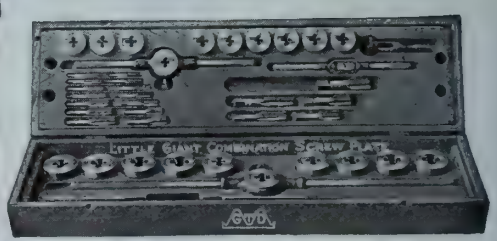
THERE IS JUST ONE STANDARD SCREW PLATE

Little Giant

No. 1 set, ¼" to ½" U.S.S. Standard. Always in demand.



"LITTLE GIANT" Full-Mounted Set. "A stock for every die."



Combination U.S.S. and S.A.E. Set for automobile work. One of the very best sellers.

The "old timer" knows that there is no screw plate to compare with the "LITTLE GIANT." It has set the standard of service and quality for over 40 years and to-day is more popular than ever with users.

The growth of the automobile has opened a big field for threading tool sales, and the up-to-the-minute hardware store is profiting daily.

We advise hardware stores to carefully weigh the value of the "LITTLE GIANT" reputation—

Then place your order for "LITTLE GIANT" Screw Plates.

GREENFIELD TAP AND DIE CORPORATION

OF CANADA, LIMITED GALT, ONTARIO

U.S. FACTORY—Greenfield Tap & Die Corporation, Greenfield, Mass., U.S.A.

If interested tear out this page and place with letters to be answered.

Strathcona Pattern

Teaspoons
$6.00 per dozen

STRATHCONA is a new Rogers Anchor brand pattern of unusual beauty and distinction that will quickly appeal to your discriminating trade.

Rogers Anchor brand is priced midway between the costly extra heavy plate and the low priced ware.

It has a base of fine nickel silver; it is heavily plated and staples are reinforced with still heavier plate at all points subject to hard usage.

Strathcona has a beauty and dignity of line rarely found in anything but sterling silver. And this combined with the long wearing quality and reasonable price of Rogers Anchor brand makes Strathcona the most attractive value you can offer your trade today.

ROGERS

Made by WM. ROGERS MFG. CO., LIMITED
Niagara Falls, Ontario

If interested tear out this page and place with letters to be answered

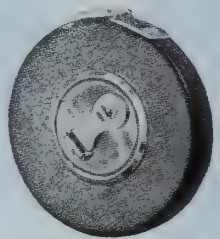
Black Diamond Files *for results*

Black Diamond Files are made from selected steel tempered with the care and precision due a scientific product. Skilled craftsmen prefer them above all other files.

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

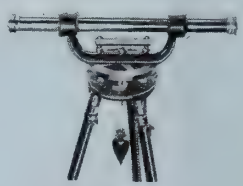
Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND



Yankee Steel Tape No. 518
⅝" wide, in steel case covered with Atholeather. Folding flush handle and trimmings nickel plated. Very serviceable yet moderate priced tape.

Nickel Plated Pocket Level No. 135
Made from hexagonal stock ¾" and ½" respectively. A handy level easily carried in the pocket.

Fay Spring Dividers No. 77
With quick-adjusting, automatic closing spring nut. Its use saves much valuable time.



Leveling Instrument No. 101
An accurate instrument that will do all a transit will do except measure vertical angles. No special knowledge of engineering or higher mathematics needed to operate it. The price of $15.00 brings it within the reach of every builder and contractor.

Combination Square No. 94
Combines a marking gage, rule, square, miter, plumb, level and gage in one tool. Invaluable on the job. Sells for $1.50.

For Builders and Contractors

It pays to keep in touch with local building conditions. Builders, contractors and carpenters not only buy a great deal of building hardware but they are excellent customers for Starrett Tools. Some of the tools in which they are especially interested are shown at the left.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

The
L. S. Starrett Co.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
Athol, Mass.

42-402

Sell Starrett Tools

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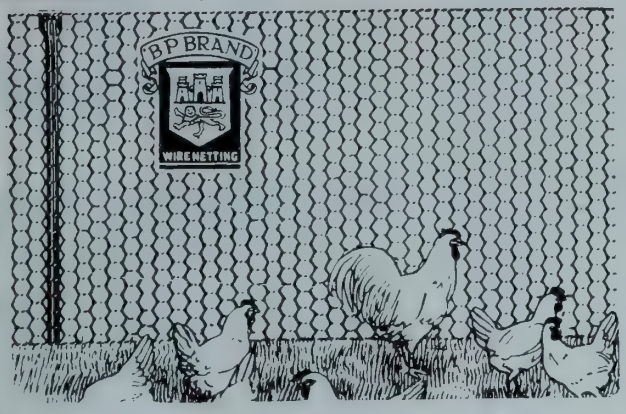
B.P. BRAND WIRE NETTING

B.P. Brand Chicken Netting



IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature Enquiries invited.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

Rotary Ash Sifters

THE Davidson Rotary Sifter is easily the most satisfactory on the market to-day.

In addition to being very handy and easy to use it is very strongly made. The sifter, which can be sold separately if desired, is of heavy galvanized ware throughout. The Ash Can is reinforced top and bottom with heavy iron rings to add extra strength.

The complete Sifter and Ash Can makes a very useful and highly economical addition to the average household.

Prices and Particulars on Request.

Head Office The Thos. Davidson Mfg. Co. Limited *Montreal*

Established 1860

Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered

For Chicken-houses, etc.

Recommend

'VICTORY'
AND
'CANADA'
PADLOCKS

They are built for service, and will give your customers the most satisfaction. Besides, they are Made-in-Canada.

Your jobber has them.

C. O. CLARK & BRO.
Montreal Que.

Best Known Grindstone Is Easiest to Sell

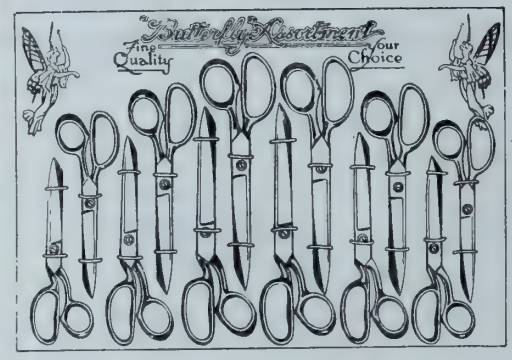
This is one reason why our Norka BB is the biggest selling grindstone in Canada. It is well and favorably known as a practically indestructible, easy-running grindstone and you can easily and quickly sell it to your customer.

Another reason why the Norka BB is so easy to sell is because the stone is a "Cleveland Grindstone" of genuine Berea or Lake Huron stone. Ask your jobber.

The Cleveland Stone Company
418 Union Bldg. Cleveland, Ohio.

Grinding wheels, abrasive articles, motor and belt driven grinding machinery.

Display Makes Sales



Acme Shears and Scissors

Attract favorable attention by their good appearance; arouse interest by their low price, and the fact that they are so well-liked that it requires 35,000 pairs produced daily to satisfy the demand.

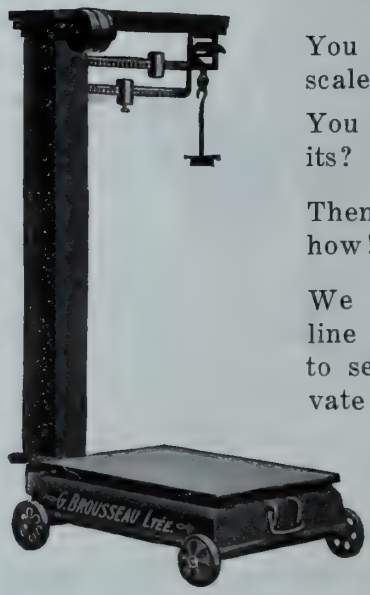
The specially hardened, sharp cutting edges shear with a keen, even, uniform cut that convinces and closes sales. Write our nearest agent.

The Acme Shear Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882.
Capital Stock, $500,000

Canadian Agent: Mr. A. J. McCrae, 23 Scott Street, Toronto.

Superior Scales



You want to sell more scales?

You want larger profits?

Then let us show you how!

We make a complete line of dealers' scales to sell to farmers, private homes, etc.

Prices and particulars sent on application.

GEO. BROUSSEAU LIMITED
QUEBEC, QUE.

If interested tear out this page and place with letters to be answered

Mutuals First as to Strength for Load Carried

Table showing amount of net cash surplus for each $1,000 of insurance in force:

Our Companies average $6.12

Stock Companies average $4.20

The fact that we have paid a 50% dividend for a continuous period of 15 years should induce you to place your fire insurance with us at once and participate in these savings.

Our companies are operating under Dominion and Provincial Supervision and have on deposit at Ottawa the legal requirements for the maintenance of Dominion licenses which they hold.

SAFETY	SAVING	SERVICE
Surplus over $2,000,000	**50%**	**An efficient field force**

Write

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

Alberta	Manitoba	Ontario	Quebec	Saskatchewan
C. W. ATHEY, 504 MacLean Bl., Calgary	I. E. FAIRCHILD, 802 Conf. Life Bl., Winnipeg.	F. A. MARTIN, P. O. Box 137, Colborne.	ALFRED BRUNELLE, 1046 Van Horn Ave., Montreal.	A. E. ATHEY, 2329 Montreal St., Regina.

Announcing

two beautiful
new patterns

WE TAKE pleasure in presenting two new patterns in our well-known medium-priced flatware — Rogers 1881 brand.

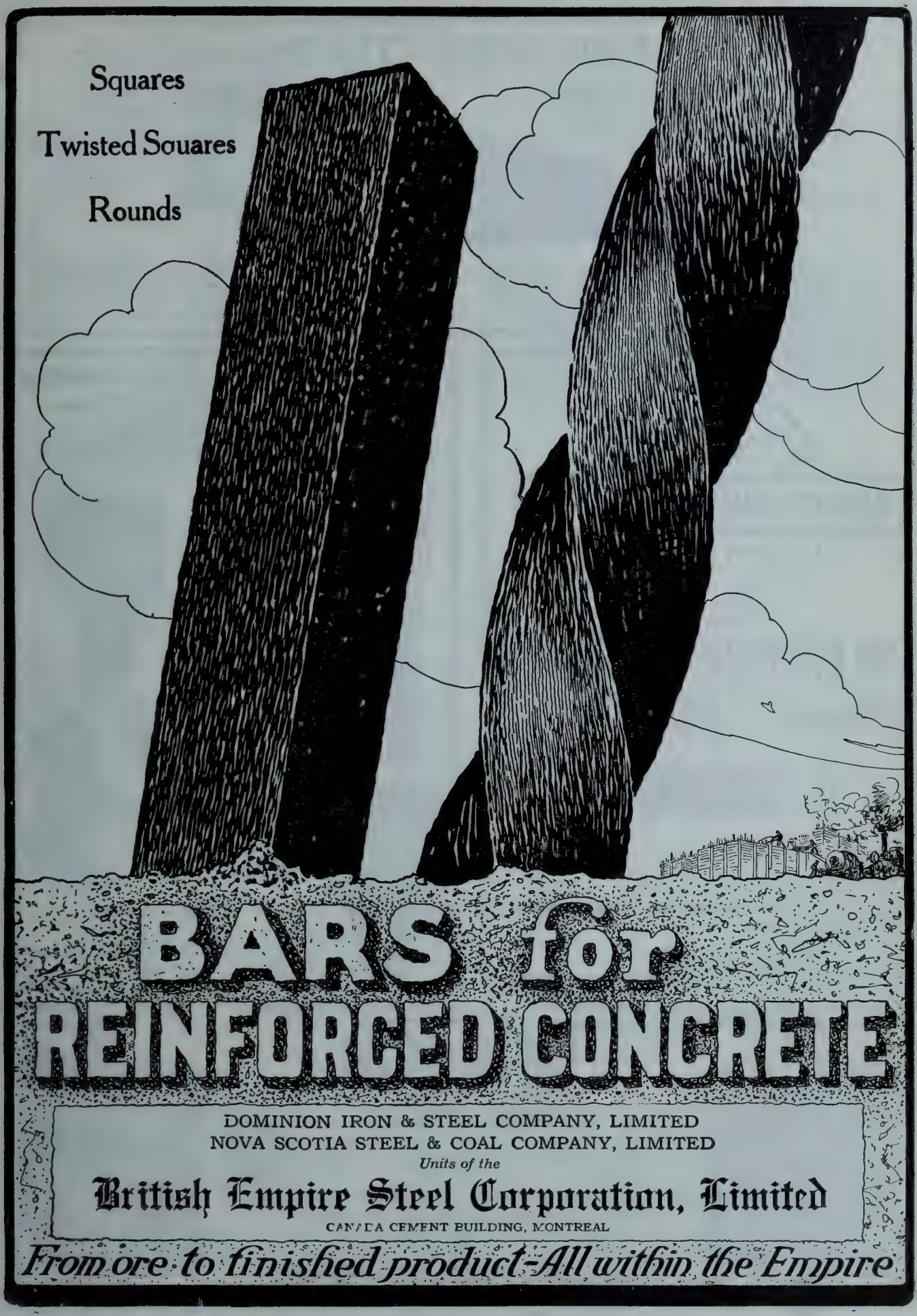
The Salem and Essex patterns are worthy of being used for the best quality of flatware, representing, as they do, in the highest degree the characteristics of design most acceptable to the discriminating buyers of flatware.

There is now a very considerable sale for medium-priced flatware, especially for a quality as well-known as our "Rogers 1881" brand, and with these two new patterns, the dealer will be in the favorable position of being able to offer an assured quality with a choice of distinctive patterns.

List prices are the same as other patterns in "1881" quality

CANADIAN WM. A. ROGERS
LIMITED

OFFICE AND FACTORY—570 King St. West.
DOWNTOWN SHOWROOMS—Kent Building.
TORONTO



BARS for REINFORCED CONCRETE

DOMINION IRON & STEEL COMPANY, LIMITED
NOVA SCOTIA STEEL & COAL COMPANY, LIMITED
Units of the
British Empire Steel Corporation, Limited
CANADA CEMENT BUILDING, MONTREAL

From ore to finished product—All within the Empire

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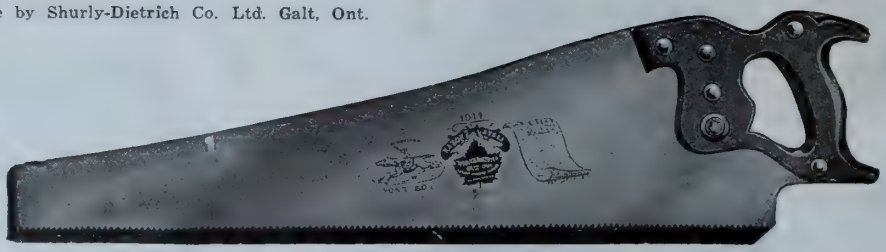
MAPLE LEAF SAWS—The Proven Best

Made by Shurly-Dietrich Co. Ltd. Galt, Ont.

MADE IN CANADA



Since 1873

Maple Leaf Hand-saws have been made in Canada since 1873, by a Canadian company, supported by Canadian capital, and employing Canadian workmen. **Maple Leaf Saws** are now famous throughout the world, and wherever they are introduced they are taking first place against all competitors. Their superiority in workmanship, and the quality of steel used, makes them the favourite amongst carpenters, lumbermen, and all who use saws. The saw illustrated is our No. 1914 with the unbreakable handle which cannot work loose.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

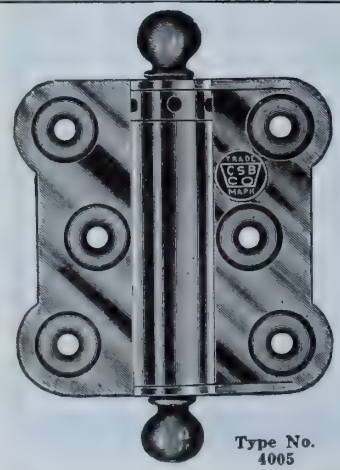
PRECISION SPRINGS

We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
Windsor



Type No. 4005

TRADE **CHICAGO** MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

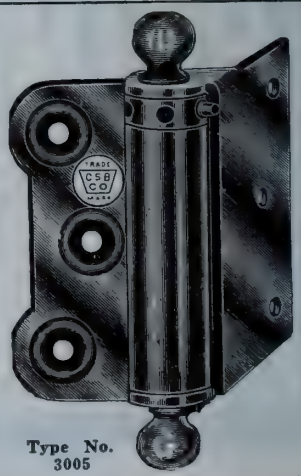
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company.

.CHICAGO NEW YORK

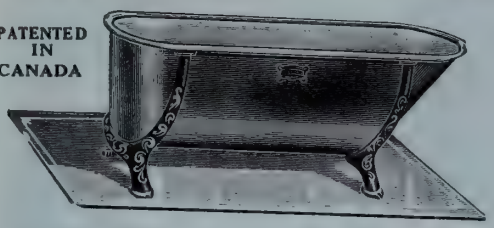
Send for Catalogue M36



Type No. 3005

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

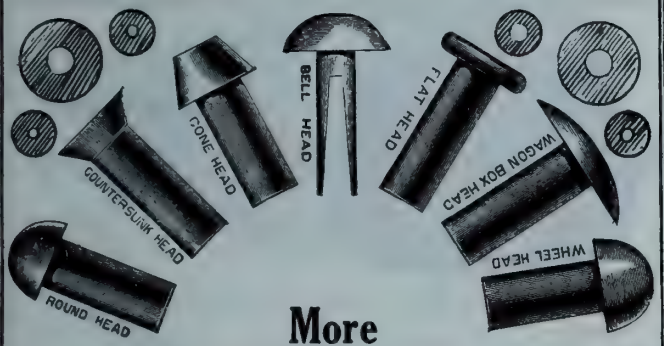
Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED



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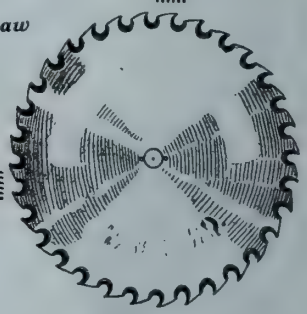

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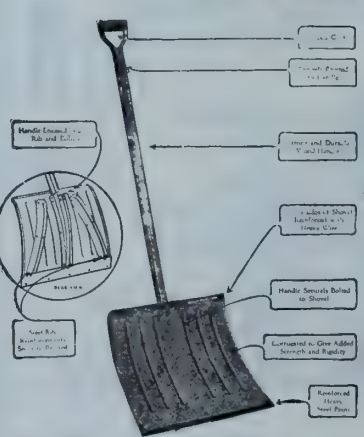

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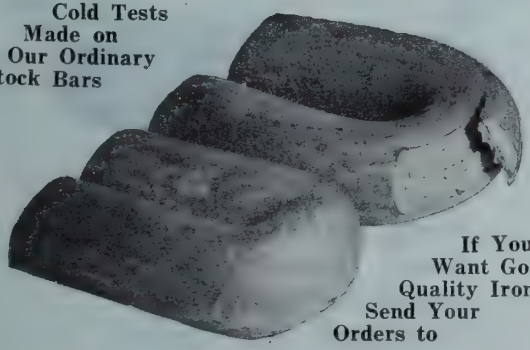

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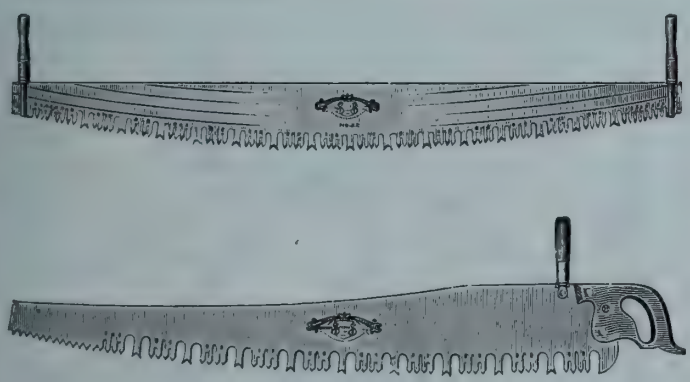

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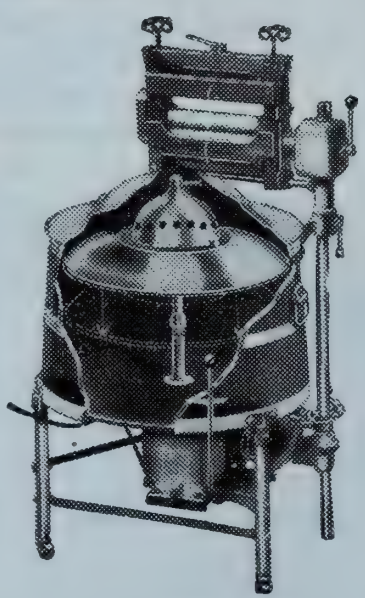

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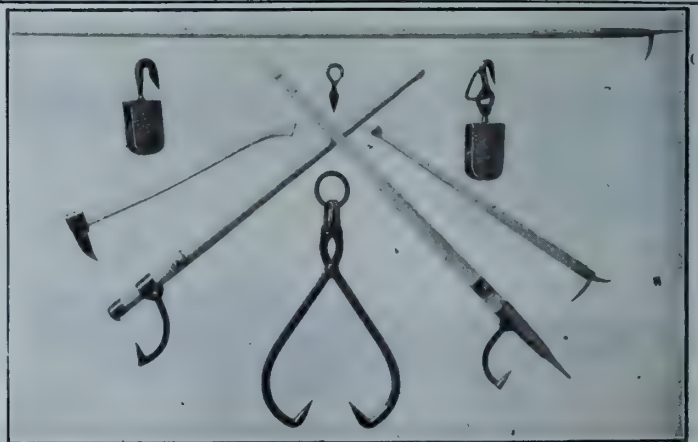

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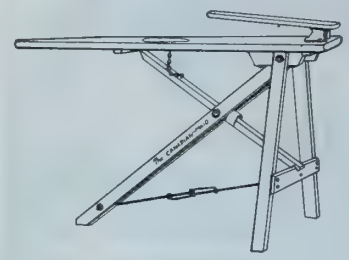

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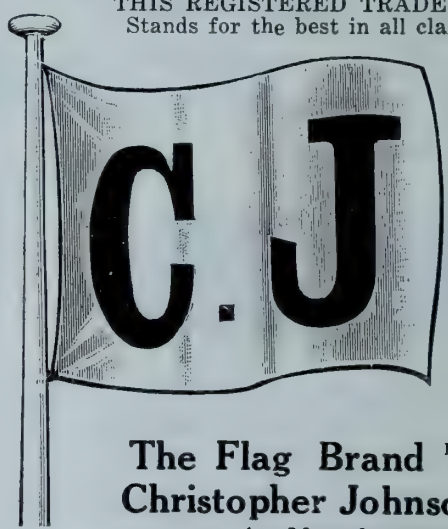

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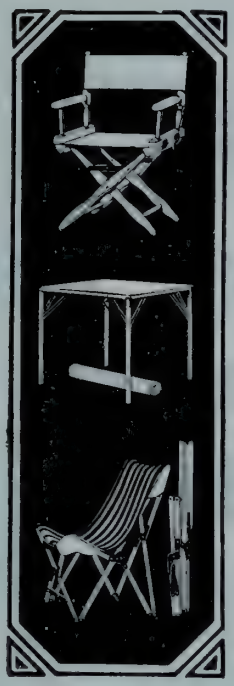

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"GOLD MEDAL" FOLDING FURNITURE

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Card parties, luncheons, social club entertainments, etc., usually call for extra chairs. **The Gold Medal No. 35 Arm Chair** is just the thing for such emergencies. Show your customers how convenient, comfortable and economical it is. And point out its utility and appropriateness as an addition to the regular furniture equipment.

Take advantage of convention sales opportunities—sell the No. 35 Chair in **quantity.**

There is a profitable, year-round demand for **Gold Medal Folding Furniture** (folding cots, tables, chairs). Make the most of this opportunity. Keep right on selling.

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Racine, Wis.

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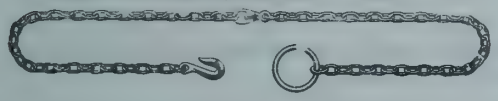

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Limited

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Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. September 16, 1922 No. 37

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, SEPTEMBER 16, 1922 No. 37

Suggested Amendments to Sales Tax

Movement Under Way to Have Present Act Amended in Such a Manner as to Place Manufacturers and Wholesalers on Parity in Method of Collection—Would Also Eliminate Option of Absorbing Part or Whole of Tax

EDITOR'S NOTE:—During recent months many articles have appeared in Hardware and Metal, giving the views of various branches of the trade regarding the present method of collecting the Sales Tax. It is quite evident that there is a great deal of opposition to the present plan, and that in some cases it is working a hardship on certain branches of the trade. A great many objections to the present plan, and some suggestions for improvements have been suggested. With a view to getting the matter on a more definite basis the following article has been prepared by Mr. Royal Cluxton, Manager Canada Paint Company. This is a definite suggestion for a proposed amendment, and it is known that the plan is greatly favored in many quarters.

Hardware and Metal would be glad to receive expressions of approval or disapproval of the plan outlined by Mr. Cluxton. There is every indication that at the next session of the Dominion Parliament the amount of the Sales Tax will be increased, and it is of the utmost importance to all branches of the hardware trade, that the application of the tax be made in a manner which is practical, and also fair to all branches of the trade.

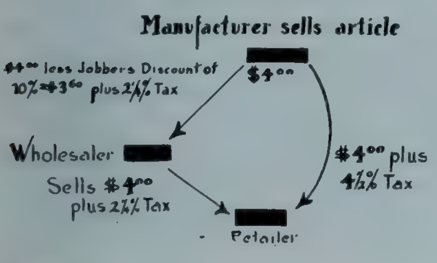
THE PRESENT method of collecting the Government Sales Tax is a serious hardship upon Canadian manufacturers as well as wholesalers holding Government Tax Licenses.

A strong movement is under way and the Minister of Finance will shortly be approached with a view toward having the present Act amended in order to offer some relief to the situation.

Proposed Amendment

(1st) It is desirable that the present Act be amended so that sales by manufacturers to wholesalers holding whole-

Present Plan



sale tax license for re-sale by the latter, also wholesalers to other wholesalers holding wholesale tax license for re-sale, be exempt from sales tax.

(2nd) That wholesalers holding Government tax license collect 4½% Government tax from retailers or consumers.

(3rd) That manufacturers continue to collect 4½% Government tax from retailers and consumers.

(4th) That the collection of 4½% Government tax by wholesalers and manufacturers be compulsory and with no option of absorbing a part or all.

The above proposed amendment will place the manufacturers upon the same footing as wholesalers and eliminate the present unfair position in which the manufacturers find themselves, whereby wholesalers only collect 2¼% tax from retailers whereas manufacturers must collect 4½%, thus giving the wholesaler an advantage of 2¼% on the selling price.

Then again the wholesaler under the present Act has to absorb 2¼% tax which represents that much loss to him and this would also be corrected by the proposed amendment.

The Government will gain by the proposed amendment as they are losing the tax on the discount which is allowed the wholesaler by the manufacturer under the present operation of the tax.

It also simplifies the collection of the tax for the Government.

Manufacturer sells article to wholesaler at $4.00 less 10 per cent., which is $3.60, plus the 2¼% sales tax. The wholesaler sells the article at $4.00, plus 2¼ per cent. to the retailer. On the sale of goods direct from the manufacturer to the retailer the present method is $4.00 plus 4½% sales tax.

Proposed Revision in Sales Tax

Manufacturer sells article to wholesaler at $4.00 less jobber's discount of 10 per cent., but **no sales tax**. Wholesaler re-sells article to retailer at $4.00 plus 4½% tax. On sales direct from manufacturer to retailer, existing method of collecting 4½% sales tax be adhered to, with no option of absorbing any part of said tax in either case.

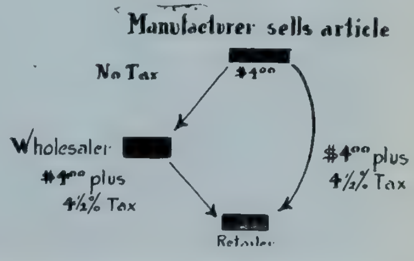
It will be noted by the illustration that the Government is losing 2¼% tax on 10% of every sale by manufacturers to wholesalers and in some cases the loss is even greater where wholesalers' discounts amount to 15 or 20%.

On the other hand, under the present form of collecting the tax, manufacturers have in many cases been obliged to absorb all or part of the tax to the retailers in order to place themselves on the same footing as the wholesalers.

Then again, some manufacturers are absorbing a portion of the tax when selling the wholesaler in order to protect the wholesaler against the loss of 2¼% which he is obliged to absorb.

The proposed amendment will do away with the necessity of absorbing any tax

Suggested Plan



and will eliminate the vicious form of competition that the Government has set up among manufacturers and wholesalers, and incidentally the Government will be the gainer.

Specialized Newspapers and C. N. E.

Address Delivered at Directors' Luncheon of Canadian National Exhibition on Press Day, August 31st, by Horace T. Hunter, Vice-President, Canadian National Newspapers and Periodicals Association

MR. PRESIDENT, directors and fellow publishers: You have heard from the Daily Newspaper Association, from the Weekly Newspaper Association, and I have been asked to speak for the Canadian National Newspapers and Periodicals Association, which might be termed the residuary legatee of the newspaper publishing business. It is not, however, an uncommon thing for the residuary legatee to get a very large part of an estate.

Nearly Three Million Subscribers

The extent and influence of publications represented by our Association are indicated by the following approximate statement of circulation:

Farm Papers	1,100,000
Magazines	500,000
Religious and Educational Papers	925,000
Business and Technical Newspapers	150,000
Total	2,825,000

On behalf of the Canadian National Newspapers and Periodicals Association, representing nearly three million subscribers, I wish to congratulate you on the success of this year's Exhibition. We know that it is not like Topsy "just growed." It has been brought to the high state of perfection it occupies to-day by the shrewd and far-seeing policies of the directors and executive officers, and by their untiring energy in carrying out these policies.

You referred, Mr. President, to the old custom of subscribers to weekly newspapers sending in cord-wood to pay for subscriptions and suggested that some of this wood be sent to relieve fuel shortage in Toronto. Might I suggest that if there is still a shortage some of the "hot air" in the daily newspapers could be used to advantage. (Loud laughter).

Optimistic Outlook

It is easy to be optimistic about the Fair to-day; but there are many of us here to-day who can remember the difficulties that had to be overcome and the optimists of twenty-five years ago would probably be looked upon as the pessimists to-day. This situation reminds me of an old settler who was told that they were going to build a railroad right through the village in which he had lived for seventy years. He shook his head, however, and stated: "They'll never run it." The right of way was secured, the tracks were laid and finally a party came to him and told him to come down to the station, that the new train was there and was going to start off in an hour's time. The old settler went down, looked over the equipment and finally, as the train glided gracefully away, remarked: "They'll never stop it." This, Mr. President, must be the feeling of everyone to-day. Nothing will stop your progress.

Similar Aims and Interests

There are many points of similarity between the work of our Association and the Canadian National Exhibition. These form a strong bond of interest and sympathy between us.

Both are *national*. Our subscribers in the various provinces of the Dominion are the men and women you are most anxious to bring to the Exhibition. The fact that they are readers and subscribers of our papers is the proof that they are people of intelligence, students of business, interested in new methods and in learning of new goods. They are the people who will travel a hundred or a thousand miles when the opportunity offers to see an exhibition such as you have developed, and I congratulate you that these people are coming in increasing numbers each year.

The international aspect is also a common bond. You have an increasing number of visitors from foreign countries, thus creating a feeling of good-will with these countries, and helping our manufacturers to establish connections abroad. The same reason that brings business men from United States Great Britain, West Indies, etc., also causes them to subscribe for our publications. These foreign subscriptions have become such a big factor with some of our publications that they are now issuing Export editions.

Educational Aspect Most Important

Then we are on common ground in educational work. I believe this Exhibition was started primarily for educational purposes and its great success is due to the fact that you have never allowed the amusement side to dominate. I believe the educational features should be given wider publicity. The individual exhibitors do a good deal in this connection but there is much to be done collectively. A few people would come to see a few exhibits of motor cars, but thousands will come when they know there will be seventy exhibitors representing probably seventy per cent. of the manufacturers who are seeking Canadian business. In our Association there is a publication for practically every line of business. These publications have told, year by year, the outstanding events of the Exhibition that would be of interest to their readers, and I think we can claim that this has been a factor in increasing interest and attendance of a very desirable class of people.

Influence of Business Press

I would like to quote briefly from an address delivered within the past year by His Honor, the Lieutenant-Governor of Ontario, who officially opened the Exhibition this year. Addressing the Canadian National Newspapers and Periodicals Association, His Honor said:

"I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is happening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten to-morrow.

"But this is not the case with the business newspaper. Business men need the service of these papers in the conduct of their every-day business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know that they study them carefully and a great number of your readers will come to their business on Monday morning with some clippings from your paper in their pockets. They will say to their associates:

(Continued on page 40)

How Hardwareman Got Radio "Bug"

Obtains Information From Well-Informed Boys in Locality—Knowledge of Radio-Telephony Grows Both Among the Boys and Store Proprietor—Receiving Set Now Placed in Store With Antennae Above Counter—Miniature Outlay of Crystal Set in Window Develops Sales During Summer Holidays

"WHEN I placed my first order for radio equipment last May I was almost totally ignorant of the requirements of the amateur enthusiast. I felt that the boys in the locality were just commencing to become anxious to learn wireless telephony, and some had already started to build their receiving sets, purchasing odds and ends such as copper wire, batteries, etc., which were carried in stock. We could not supply them with all their needs and most of the business was lost. It appeared to me that many of them were soon past the amateur stage, and from the enquiries they would make I was convinced that we should go after this trade. Becoming interested, the first order for parts was placed in May last, leaving it to the supply house to forward an assortment of the more inexpensive equipment," said W. D. Otter of the Montreal West Hardware Co., when relating to Hardware and Metal how the first step was taken in endeavoring to secure the business from radio enthusiasts.

Continuing, Mr. Otter stated that within two days after the goods arrived they had been purchased by the smaller boys in the district. Only the smaller, more inexpensive parts had been sent by the supply house, such as copper wire, aluminum, switches, binding posts, etc., and the boys soon recognized the miscellaneous articles required. It was at this time that Mr. Otter himself got the radio "bug," and from then on he read every article he could lay his hands on relative to the radiophone industry. Boys, some of whom had already built their receiving sets and had them in working order, continued to come to the store asking about some certain part of equipment. In all probability the part was not in stock and both store proprietor and the boys would get together and discuss the improvement if this particular item was attached rather than some other appliance. In this way Mr. Otter became a fairly well-informed radio enthusiast.

"My first impression, on deciding to carry a line of these accessories, was that they would sell well until the summer holiday seasonn, but would then become quiet. Many people go to the country for this season and have little interest in radio. However, I have found that the mid-summer months have been particularly good because boys are out of school and devote some of their time to building their sets," continued Mr. Otter.

Doubtless, by fall, radio will become even more popular because of the long evenings when entertainment is offered. The younger folk will have by this time become almost professionals in assembling sets, and interest will be conveyed through them to fathers and mothers. With progress made in this direction the sale of the more expensive phone sets should become more extensive, and rather than separate parts constituting practically the whole of the business now being done, complete sets should sell well.

Receiving Set in Store

A miniature outlay of a crystal set in the window recently attracted a good amount of attention, and helped to first develop sales a great deal. It clearly showed each part required to complete a set, although the antennae were only about four feet long. Realizing such good results from this it was decided to place a set on the inside of the store capable of receiving from city broadcasting stations. The antennae were placed over the counter near the ceiling, and the remainder of the set in full view of anyone entering the store. At hours when messages are sent or concerts given through the down-town stations people can see and hear just what can be accomplished.

A seasonable combination of lines in window display is that shown herewith including ammunition, flashlights, rifles, camp stoves, kettles and other such hunting equipment for the Fall shooting of ducks and big game in one window and heaters in the other window. Oil heaters are shown along with the coal heaters at the change of the seasons. Note that prices appear on all lines shown. Under the banner showing ducks on the wing appears a sticker on the window asking "Are you Ready?" Bowers Bros., of North Battleford, Saskatchewan, are going to be ready, that's sure.

Turnover—What it is, What it Does

Deliberations of the University of Nebraska on Subject Vital to Every Retailer—Rate of Turnover is the Measure of a Manager's Ability—Capital Turnover Takes Three Forms—Six Reasons Given for Importance of Turnover

UNIVERSITY of Nebraska has recently embarked upon a research dealing with business and business methods. It is one other evidence of the growing interest and importance attached to the science of retailing and the economy of distribution. In a bulletin they have just issued on the question of turnover, they deal with some of the fundamentals of business success and administration which it is well to keep ever fresh in the mind. This year, more than many that have passed, is one in which great attention is being given to the question of turnover and its importance to the well-conducted business. The term, turnover or stock-turn, is a familiar one and the rapidity with which a stock of merchandise or commodities moves in trade may be taken as a measure of a manager's ability.

What is Stock Turnover?

In defining the term, turnover, the bulletin of the Nebraska University says:

To the manufacturer who makes over the form of the materials which he buys before he resells them at an increased value, the rate of turning his entire investment in working capital may be more significant than the rate of turning that portion invested in stock of materials or commodities. For him the cost of goods sold consists not alone of purchases of materials, but also of labor in the form of wages paid, fuel, supplies and other elements of manufacturing, and turnover is consequently a more complex matter. He usually conceives of turnover as meaning the turning of his working capital as a whole rather than of only that portion which is immediately invested in merchandise materials.

Capital turnover may, therefore, be considered as taking three forms:

In the first place it is the turning of the amount of capital invested by the merchant in merchandise. This rate may be found by dividing the cost of goods sold by the average amount of working capital invested in merchandise during a given period.

In the other two forms turnover, as viewed by the manufacturer, may refer either (1) to the annual rate of movement of the entire working capital invested in his business or (2) to the rate of turning his total investment of capital, fixed and working, which may be employed in the business. These two forms of turnover may be found by dividing in the first instance, the cost of goods sold by the average amount of the entire working capital, and in the second instance by dividing by the amount of the total investment. The former method gives the turnover of the entire working capital of the manufacturer, and this corresponds roughly to the merchant's stock turnover within a given period. The latter method shows the turnover of the total invested capital. Each one of these rates is important and must not be overlooked but the turnover of working capital is given particular attention because of the fact that it can be speeded up and managed more advantageously than can that of the total investment.

Importance of Turnover

Six reasons are assigned for the importance of turnover to the successfully operated business.

1. Increasing the rate of stock turnover is one means by which a manufacturer or a merchant may increase his sales of goods without a corresponding increase in expenses. It must be borne in mind that operating expenses include both indirect, or fixed, and direct expenses. The former include such items as insurance, rent, interest on borrowed money, and taxes, while direct expenses consist of wages of the sales force, advertising and the like. A high turnover distributes the fixed expenses over a larger number of units, and thereby reduces the cost of handling each unit sold. So long as the fixed expenses and the profits on each unit sold remain the same, increasing the number of annual turnovers will make possible a greater net profit on the same capital invested in the business.

Even though the percentage of profit on an article is only 15 per cent., if it is earned often enough, in a year the turnover on money, or rate of profit on investment may be many times 15 per cent. It has been found that an article like Uneeda Biscuit may turn over as many as 52 times a year, and a dollar invested in such goods might,

(Continued on page 56)

The Prince Edward Home Guards

Under command of Lieut. Colonel Moneysaver, marching to the tune of Cash and Lower Prices, invaded Carter Bros.' store last Saturday, 387 strong, and retired with a goodly amount of merchandise in Hardware, Agateware, Tinware, Cement, Paint, Oils., etc., in their possession, and were more than pleased with the prices they paid and the service they received. Carter Bros. naturally were delighted with this invasion as they waited on 37 more people than on the corresponding Saturday of a year ago, and their sales were $160.18 greater.

CARTER BROS. - CASH HARDWARE

CARTER BROS., *Picton, Ont., use a number of original ideas in connection with local publicity and they are meeting with good success in so doing. The above ad. is of novel style and points out that $160.18 more business was done on that Saturday than on the same day a year ago. Carter Bros. give wide publicity to actual figures of the increase in their business. They find this has somewhat of a psychological effect because people like prosperity and activity and the indication of this attracts them to this store.*

In a news item appearing in the local paper it was pointed out that sales to the amount of $468.42 were made on another Saturday, 76 more customers than on the corresponding Saturday a year ago. This record is being consistently maintained by following out the cash system, passing on to customers the benefit of cash prices.

Another idea which this store makes use of is the wrapping of all parcels in a distinctive wrapper. This wrapper is a deep red shade and quite recognizable at a distance. When the public see a parcel carried on the street wrapped in this paper they know it came from Carter Bros. and was paid for. The latter feature makes people proud to carry parcels so wrapped and each parcel is an advertisement for the store.

Farmer as an Auto Accessory Prospect

Some Interesting Figures Compiled Showing Farmers Own by Far the Most Motor Cars Even in Ontario—Tradesmen Second on List With Merchants Third—No Class Distinction, Laborers Own Nearly as Many Cars as Travellers

THE KEEN interest which was taken in the automobile display at the Canadian National Exhibition, which has just closed for this year, is an indication of the fact that an active period is ahead for the automobile industry. Manufacturers state that reductions have brought present prices to very attractive levels and that much buying interest was shown on the part of people who have never before driven automobiles. Many of these placed orders for delivery this fall. With prospects good for the use of motor cars this fall and winter, the automobile accessory department will in all likelihood continue its activity throughout the winter months.

Some figures have been secured by Hardware and Metal which are representative of the province of Ontario but which are typical of the country as a whole. Classifying all our owners by occupation, figures show that out of a total of 181,978 passenger cars registered last year over one-third, or exactly 64,045, were owned by farmers. Tradesmen constituted the second largest owning class, with 23,680 cars to their credit, with merchants in third place, owning 16,700 cars. Other figures showing the utility of the motor car in divers occupations are: Commercial travellers, 5,311; doctors, 3,934; real estate agents, 1,098; contractors, 2,961; drovers, 651. Any idea that the motor car is a source of class distinction is shattered by the figures showing laborers as owners of 4059 cars.

At the beginning of 1912 there were in use in the Dominion a total of 21,682 passenger cars and trucks. Ten years later, at the beginning of the present year, this total had been increased more than twenty-fold to 454,040. A conservative estimate places the number of passenger cars and trucks in use in Canada today at 500,000.

In the number of cars in use, Canada is exceeded only by two other countries in the world—the United States and Great Britain; while in the proportion of cars to population—one car to every eighteen persons—the Dominion of Canada ranks next to the United States.

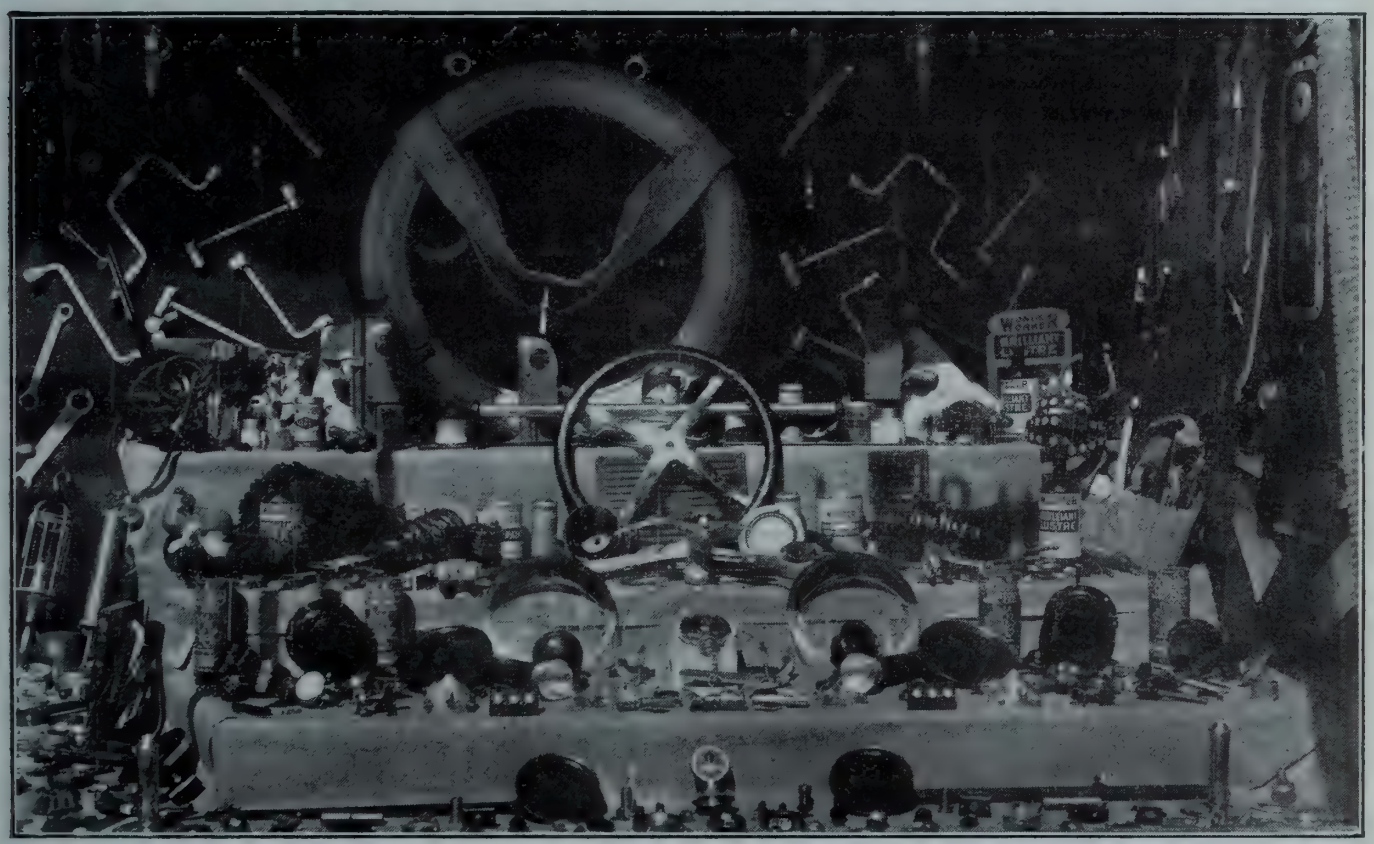
The country ranking next to Canada in motor vehicle registrations is France, with 236,148—not quite one-half this country's total. The next in order is Argentina, with 70,000, a total about equal to the registrations in the Province of Saskatchewan.

The Provinces of Canada in 1921, from automobile registration and licence fees, received a total revenue of $7,769,493. The revenue of the Province of Ontario last year from this source was about $3,000,000 and this year's revenue is expected to exceed $3,500,000.

It has been estimated from available statistics that the number of passengers carried by motor cars in 1921 was five times as great as the number carried by railroads.

In the 500,000 cars in use in Canada, the owners have at an average of $600 per car, an investment of $300,000,000.

(Continued on page 60)



In planning to stimulate business in the auto accessory department it is well to keep in mind the nature of the prospects for such business. The figures given in the article above show that farmers are much the largest class of motor car owners. With these figures in mind the hardwaremen's local prospects might be surveyed and merchandising plans figured accordingly. Such extensive displays as that shown here by Leduc Hardware, Montreal, can be designed to appeal to certain classes of motor car owners. Supplying gasoline at the curb helps draw motor owners to this store front when such window displays as this are expected to do the rest.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, SEPTEMBER 16, 1922

Involved Points in Taxes

THE NEED for a thorough study of the details of the various tax regulations is indicated by points which are continually being raised by retailers. If the present taxes are likely to continue, as would seem to be the case judging from the manner in which the government is developing plans of direct taxation, it is just as well that all details of these taxes be understood fully. In connection with the Sales Tax the point is raised this week by a prominent manufacturer that retailers have stated that they do not need to pay Sales Tax on the gross amount of the invoice when they are entitled to and take advantage of discount terms. From rulings received it is evident that the retailer is entitled to revise Sales Tax as applied on an invoice so that it is figured on the net value of the goods. In other words if a manufacturer bills a retailer for $100 of merchandise which with Sales Tax will be $104.50 and a 2 per cent. discount is taken by the retailer, the tax should be figured only on the $98. By figuring discount on the gross amount the retailer gets a slightly larger discount and by figuring Sales Tax on the gross amount a slightly higher Sales Tax is arrived at. Provision has, however, been made that where the buyer takes advantage of the discount a credit may be taken by the seller in his next tax return for the tax paid on the amount of such cash discount.

In regard to the stamp taxes retailers have taken a definite stand against the paying of stamp tax on drafts drawn on them. Hardwaremen in Kingston and other points are already pointing out that they have to suffer loss of stamp tax on drafts returned, neglect to put on sufficient stamps on cheques, in dealings with customers and that every branch of trade should bear its own expenses in collection.

Factors at Root of Improvement

THERE ARE several recent developments which would seem to lend justification to a feeling of optimism concerning the business outlook. Reports of the extent of Canada's Western crop this year indicate that a yield of over 370 million bushels is to be expected, an increase of ten million bushels over the bumper year of 1915. While this will give a larger total crop the yield per acre is not so high as the number of acres under cultivation has increased practically one third. This fact is in itself indication of the rapidity with which the arable land in Western Canada is being put under cultivation. In the interests of the farmers, who in many cases owe large bills to local retailers, it is to be hoped that this large crop will bring monetary return sufficient to reward them for the difficulties they have suffered in recent years. Some fear has been expressed that so urgent are the farmer's needs for money that the whole crop will have to be marketed in a hurry with consequent reduction in price.

That national revenues are improving in volume is indicated by the report of customs collections throughout Canada for last month. Toronto led with an increase of over a million dollars in customs and excise receipts. The Sales and Stamp taxes brought considerably increased revenue. The use of revenue department stamps on cheques, drafts, notes, etc., in place of the common usage of post office stamps, would allocate this excise revenue to the proper departments so that some intelligent knowledge would be had of the revenue producing ability of various branches of the mail service. Big gains in total income from these sources are reported from a great many cities indicating that the improvement is general. It is not due solely to the increase in these impositions but in the broader movement of merchandise which is now taking place.

Inflation in Market Values

A TEMPORARY inflation of values is now generally apparent to those who have followed hardware market developments during recent weeks. The majority of price changes have been in an upward direction. While several declines have also been announced during this period, such reductions are chiefly on lines which have not recorded any change for some considerable time, and where manufacturers have been able to effect economies in production and quantity distribution and are not usually attributed to any lowering of raw material costs. The trend of basic elements in manufactured hardware has been steadily on the upward swing of the pendulum, and while it may bring a further reaction in a few months time, the current movement itself is described as the natural rebound from the deflation of 1921. One prominent Canadian hardware manufacturer advises Hardware and Metal that owing to the increasing cost of raw materials during the past few weeks, they now contemplate advancing practically everything they manufacture, concluding with the statement that "there is no other course open but price increase."

Another Co-Operative Failure

THE FAILURE of a wholesale and retail co-operative society in the State of Illinois, as announced recently, adds another to the long list of failures of similar organizations. This particular scheme was more enterprising than others of its kind, in that it involved a wholesale house and 67 branch stores. $80,000, it appears, was paid in as capital and $385,000 is represented as borrowed money from the various coal miners' unions, which means that the society has lost $185,000 or a fraction more than $5,000 a month.

Whether the recent coal strike had anything to do with increasing the loss recently is not stated, yet it is apparent, says a U. S. exchange, that when the coal miners could not succeed with an evident plentiful supply of money, it is plain to be seen that other attempts with less resources could not hope to get away with it. This has been the history of a great many co-operative retail stores started in various parts of both Canada and the United States, that have resulted in failures.

Organizations of consumers bent upon reducing the cost of living, who have attempted similar co-operative societies must now be impressed with the success, or rather the lack of it, that attends such ventures. Labor organizations have been especially prone to such attempts to reduce living expenses. It is evident that co-operatives cannot run a store any cheaper than any individual running on the same basis, and the fact that many of these co-operatives are headed by inexperienced managers, makes the likelihood of success even more remote. Members soon learn that prices as between co-operatives and independents do not vary so much, and the latter giving first-class service usually get the greater patronage.

OPEN SEASONS FOR GAME, 1922

The open seasons here shown are inclusive of both dates.

The term "rabbit" includes hare; "quail," the bird known as "partridge" in the South; "grouse" includes Canada grouse, sharp-tailed grouse, ruffled grouse (known as "partridge" in the North and "pheasant" in the South) and all other members of the family except prairie chickens, ptarmigan and sage hens; "introduced pheasant" is restricted to the old world.

Persons are advised to secure from provincial game departments full text of game laws in provinces where hunting is contemplated as provisions of minor importance are omitted from this table.

Provinces	Deer	Moose	Rabbit	Caribou	Grouse	Prairie Chicken	Int. Pheasant	Ptarmigan
Alberta	Nov. 1-Dec. 14 *a.	Nov. 1-Dec. 14 *a.	....	Nov. 1-Dec. 14 a..	Oct 15-Oct. 31	Oct. 15-Oct. 31 ...	Oct. 1, 1925	Oct. 15-Oct. 31 ..
British Columbia N.....	a	a	....	a	a	....	a	....
Manitoba	Dec. 1-Dec. 10* ..	Dec. 1-Dec. 10* ...	....	Dec. 1-Dec. 10* ..	Oct. 15-Oct. 22 ...	Oct. 15-Oct. 22 ...	Sept. 15, 1927 ...	Oct. 1-Oct. 20 ...
New Brunswick	Oct. 1- Nov. 30 a..	Oct. 1-Nov. 30* ...	....	....	No open season a.	....	....	....
Northwest Territories a.	Sept. 1-Apr. 1*a ..	Sept. 1-Apr. 1*a ..	....	Dec. 1-April 1 a...	Sept. 1-Jan. 1	Sept. 1-Jan. 1	....	Sept. 1-Jan. 1 ...
Nova Scotia	Oct. 16-Oct. 31*a..	Oct. 1-Nov. 15*a ..	Nov. 1-Feb. 28 ...	Sept. 16-Oct. 15 *a	Oct. 15-Nov. 14 a..	....	....	....
Ontario	a	a	....	a	Nov. 5-Nov. 20 ...	....	....	....
Prince Edward Island...	....	....	Nov. 1-Feb. 1	....	....	....	....	....
Quebec	Sept 1-Nov. 30 ...	Sept. 10-Dec. 31 a.	Oct. 15-Jan. 31 ...	Sept 20-Dec. 31 ..	Sept. 1-Oct. 14 ...	....	....	Nov. 1-Jan. 31 ....
Saskatchewan	Nov. 15-Dec. 14*a.	Nov. 15-Dec. 14*a.	....	Nov. 15-Dec. 14 a.	Oct. 1-Oct. 31	Oct. 1-Oct. 31	....	Oct. 1-Oct. 31 ....
Yukon N	Aug. 1-Mar. 1* ...	Aug. 1-Mar. 1* ...	....	Aug. 1-Mar. 1 *...	Sept. 1-Mar. 15 ...	Sept. 1-Mar. 15 ...	....	Sept. 1-Mar. 15 ..
Newfoundland	....	No open season ..	Sept. 20-Jan. 1 ...	Oct. 20-Jan. 31 a..	Sept. 20-Jan. 1 ...	....	....	Sept. 20-Jan. 1 ..

MIGRATORY GAME BIRDS

The seasons here shown are the times when migratory game birds may be hunted without violating either Dominion Regulations or Provincial Laws.

Provinces	Duck, Goose, Brant, Coot, Gallimule	Black-Bellied and Golden Plovers and Yellowlegs	Wilson Snipe or Jacksnipe	Woodcock	Rail
Alberta	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	....	Sept. 1-Dec. 14 ..
British Columbia a..	Sept. 2-Dec. 17 ..	Sept. 2-Dec. 17 ..	Sept. 2-Dec. 17 ..	....	Sept. 2-Dec. 17 ..
Manitoba	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.
New Brunswick	Sept. 15-Dec. 31 .	Aug. 15-Nov. 30 .	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 15-Dec. 31 .
Northwest Terr.	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	....	Sept. 1-Dec. 14 ..
Nova Scotia	Oct. 15-Jan. 31 a	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Oct. 15-Jan. 31 a
Ontario	Sept. 1-Dec. 15 ..	Sept. 1-Dec. 15 ..	Sept. 1-Dec. 15 ..	Sept. 15-Oct. 15..	Sept. 1-Dec. 15 ..
Prince Edward Isl. ..	Sept. 1-Dec. 14 ..	Aug. 15-Nov 30 .	Sept. 15-Nov. 30.	Sept. 15-Nov. 30.	Sept. 1-Dec. 14 ..
Quebec	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..
Saskatchewan	Sept. 15-Dec. 31 .	Sept. 15-Dec. 31.	Sept. 15-Dec. 31 .	....	Sept. 15-Dec. 31 .
Yukon	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	Sept. 1-Dec. 14 ..	....	Sept. 1-Dec. 14 ..
Newfoundland	Sept. 20-Jan. 1 a	Sept. 20-Jan. 1 ..	Sept. 20-Jan. 1 ..	....	....

OTHER GAME

(Season closed in provinces not mentioned)

BIG GAME

Antelope

Manitoba..Dec. 1-Dec. 10*

Bear

Quebec ...Aug. 20-June 30 (Unprotected in other provinces)

Sheep and Goats

Alberta	Sept. 1-Oct. 31 a...
Br. Columbia	Laws of 1922 not received.
Northwest Terr. .	Sheep— Dec. 1-April 1 a.. Goats— Sept. 1-April 1 ...
Yukon	Aug. 1-March 1* ...

DAYS EXCEPTED

All hunting prohibited on—

SUNDAYS.—In all provinces east of the 105th meridian, except Quebec.

Quail—Closed season in all provinces except British Columbia. a. * Males only. a Additional provisions and exceptions. N Laws of 1922 not received.

Under the regulations for the protection of Migratory birds the season is closed on band-tailed pigeon, swan, woodduck, eider duck, auk, auklet, bittern, crane, fulmar, gannet, grebe, guillemot, gull, heron, jaeger, loon, murre, petrel, pufkin, shearwater, tern and all shorebirds (except woodcock, Wilson snipe or jacksnipe, black-bellied and golden plovers and yellowlegs) in the United States and Canada.

a. ADDITIONAL PROVISIONS AND EXCEPTIONS.

Alberta.—All big game must have horns at least 4 inches long. Deer, moose and caribou, in Forest reserves of Rocky Mountains, under special license, Sept. 1-Oct. 31.

British Columbia.—Open seasons on big game and upland game fixed annually by Order-in-Council which may be obtained from Secretary, Game Conservation Board, Vancouver, B.C. Waterfowl, rail, Wilson snipe, black-breasted and golden plovers, yellowlegs, in Northern and Eastern Districts, Sept. 2-Dec. 17, and in Western District, north of 53rd parallel. Sept. 9-Dec. 24; goose, brant, Western District, south 53rd parallel, Nov. 11-Feb. 26; other migratory game birds, south of 53rd parallel, Oct. 21-Feb. 5. Northern District includes Atlin Electoral District and north of main line of Grand Trunk Pacific Railway and east summit Cascades Eastern District, east summit Cascades and south Grand Trunk Pacific Railway. Western District, west summit Cascades and south Atlin Electoral District.

New Brunswick.—Deer, on Grand Manan, Campobello, and Deer Islands, no open season. Partridge, season may be opened by order in council.

Northwest Territories.—Additional season on Caribou and sheep, Aug. 1-Oct. 1. Female caribou, Mountain sheep or mountain goat with young at foot, and their young at foot, no open season. Governor-General in Council may, by regulation, alter seasons.

Nova Scotia.—Big game, on Cape Breton Island, no open season. Caribou (male) in Inverness and Victoria Counties only. Ruffed grouse, Oct. 15-Nov. 14; other grouse, no open season. Waterfowl, rail, coot, gallimule in Cumberland County, Sept. 15-Dec. 31.

Ontario.—Moose, deer, reindeer or caribou north of Canadian Government Railway, from Quebec to Manitoba boundary line, Sept. 15-Nov. 15; south of French and Mattawa rivers, Nov. 5-Nov. 20; north and west of French and Mattawa rivers, Oct.25-Nov. 30. Ruffed grouse, commonly known as Partridge, Nov. 5-Nov. 20. Not more than 10 per year to one person. Pheasant or prairie fowl, season closed until 1923.

Quebec.—Moose, south of St. Lawrence River, Sept. 20-Dec. 31.

Saskatchewan.—Deer, moose (Males only) caribou, north of Township 34, Nov. 15-Dec. 14; South of Township, 35, no open season.

Newfoundland.—Caribou, also Aug 1-Sept. 30. Goose, unprotected.—(From Rod and Gun).

Events in the Trade

NEW STORE

Armand Gravel has opened a hardware store on Laurier Ave., West, Montreal.

BUSINESS CHANGES

The Ripley-Peck Hardware Co., of Windsor, Ont., has been succeeded by Lafeve & Wallace.

Cleve Fox has taken over the Lander hardware store, at 20 Simcoe street, Oshawa, Ont.

Harry Boniface is now sole proprietor of the Boniface Hardware store, Hamilton, Ont., succeeding W. Boniface, senr. This business has been established for 29 years, being one of the oldest hardware stores in the locality.

MOVE TO NEW PREMISES

The Toronto warehouse of the Consumers Cordage Co. has moved to larger premises at No. 204-6 King Street W., Adams Building, the space at their former location on Church Street having proved inadequate to existing needs.

FIRE LOSS

Fire of undetermined origin broke out in the hardware store of F. O. Ranger, 1236 Ontario St., Montreal, and considerable damage was caused to store and stock. It is thought that the fire started in a pile of wall paper at the rear of the store.

PARTNERSHIP DISSOLVED

The firm of Cohoon and Pugh, Montreal, manufacturers' agents, has dissolved. G. S. Cohoon continues the business alone.

PERSONAL

T. Mortimer & Co., manufacturers agents, Toronto, have been appointed agents in the Province of Ontario for the Societe Generale de Coutellerie et Orfevrerie, 31 Rue Pastourelle, Paris, France, manufacturers of high-grade French cutlery, including pocket and pen knives, table knives and forks, paring knives, butcher knives and "Sabatier" cooks' knives.

J. A. Pelletier, formerly with Lamontagne Limited, Montreal, has severed his connection with that concern and has accepted the position of sales manager with the Asbestonos Company at East Broughton, Quebec. Mr. Pelletier will open an office and warehouse in Montreal for the Asbestonos Company, where a complete stock of brake lining will be kept.

OBITUARY

The death is announced in Claremont, Ont., of Mrs. George Cooper, mother of Frank Cooper, hardware merchant, Claremont. The late Mrs. Cooper, who pased away after an illness extending over many months, was in her seventy-first year.

The death occurred this week in Dixie, Que., of D. W. Lockerby, a prominent figure in Montreal business circles for a number of years. Mr. Lockerby was born in Montreal, and was for a long time connected with the Alex. McArthur Co., roofing manufacturers. He then went into business with J. H. McComb as partner, the firm being known as Lockerby, McComb, Ltd. Failing health in late years obliged Mr. Lockerby to retire from active business affairs.

After a prolonged illness Rupert MacDonald Watson, prominently associated with Canadian explosives industries, died at his home in Montreal on Sunday, September 10. He was fifty-eight years of age and was born in Hamilton, the son of James Watson, late managing director of the Hamilton Power Co., now known as Canadian Explosives Ltd. Mr. Watson came to Montreal about thirty years ago to take up his employment as assistant to the president of the Dominion Cartridge Co., with whom he remained until a few months ago, when both he and the president, B. Brainerd, retired.

THIRTY SEVEN YEARS A HARDWAREMAN

The death of John Fennell of Kitchener, Ont., as briefly referred to in last week's issue of Hardware and Metal, removes one of the pioneer hardwaremen of this province.

Deceased came to Kitchener when it was a village, starting up a hardware store of which he has since been the active head. He was born in Cobourg on August 8, 1837, and received his early education there. In 1885 he began his career in the hardware business, conducting a store at Stratford for three years before coming to Kitchener. Mr. Fennell was identified with the early growth of Kitchener, serving for more than a quarter of a century on the school board. He was also associated with the Liberal-Conservative party in politics, being president of the North Waterloo Association a number of years. He was also the first president of the local board of trade and was still a member of the board at the time of his death, and was instrumental in the organization of the Economical Fire Insurance Company, of which he has been president for over a decade.

VETERAN FILE MANUFACTURER DIES

Port Hope, Ont.—Frederick Outram, one of Port Hope's oldest and most enterprising citizens, died after an operation at the Port Hope Hospital.

Mr. Outram was born in Sheffield, England, in 1846, and came to Canada when 18 years of age. Entering into business with his father in the city of Montreal, they started the Outram File Works, and built up a large trade. In 1888 Mr. Outram, sr., sold his interest in the factory to Mr. Walter Grose, and the same year Mr. Grose and Mr. Fred Outram moved to Port Hope and started the Globe File Factory. Year after year the business increased, and the factory was one of Port Hope's chief assets, and furnished employment to a large number of men.

Twenty years ago the Globe Company sold out to the Nicholson File Co., and since then Mr. Outram had lived retired.

The late Mr. Outram was at one time a member of the city council.

INCORPORATIONS

These lumber companies have been incorporated at St. John, N. B.: Elm Tree Lumber Co., Ltd., with head office at Elm Tree, Gloucester County, capital stock $24,000. Those incorporated are Theodule Roy, J. Phillip Richard and Leon P. Roy, all of Beresford.

Doaktown Lumber Ltd., with head office at Doaktown, capital stock $20,000. Elwood Burtt, of Fredericton, Edmund Story and Stephen A. Story of Blissfield, Northumberland County. Mr. Burtt recently acquired the milling property and store at Doaktown and lumber limits in that vicinity. He also acquired the milling property of the Southampton Lumber Co.

Bert. V. Holmes, Akerley Holmes, Samuel Holmes, Hazel Murray, Grace Rutledge, all of Blissfield, are incorporated as James H. Holmes, Ltd., to acquire the business of James C. H. Holmes & Sons. The company is to carry on a general lumber business with capital of $45,000, with head office at Doaktown.

COAL FROM ENGLAND

Six thousand tons of English coal have been delivered in Toronto for the Consumers Gas Company.

Chas. Adcock, Montreal, was interested this week in showing J. Mohr of Marshall Wells Alberta Co., Edmonton, and Frank Rowat of Marshall Wells Co., Winnipeg, some of the manufacturing plants of Montreal.

The Facts About Beatty Bros., Ltd., and the 1900 Washer Co.

SOME weeks ago Hardware and Metal stated that negotiations were under way between Beatty Bros. Ltd., and 1900 Washer Co., whereby the latter company would be merged with Beatty Bros. Ltd. Many contradictory reports have appeared in newspapers and other publications regarding the merger. The following statement has been made by Beatty Bros. Ltd., to Hardware and Metal:

"The 1900 Washer Company, of United States and Canadian Branch was owned by Mr. Crary, a very successful and wealthy business man of Binghampton, N. Y. He had entered the washer business with a manually operated washer in 1898, putting the Gravity on the market in 1906 and the Cataract in 1915. Prior to 1915 his company had sold a swinging tub machine driven by electric motor and resembling the 1900 Gravity in method of washing. Beatty Bros. Limited had for many years made wood-tub, dolly style electric washers, but had felt the competition of the 1900 company. They had approached the 1900 company with the idea of making some arrangement, but these overtures came to nothing. However, a year ago this last spring, Mr. Crary died, though still in the prime of his life and presently negotiations were in progress again. On Sept. 1st the business was taken over, with all patents and copyrights and exclusive rights to sell anywhere in the British Empire. The complete 1900 line will be manufactured in Fergus, a large stock of all machines having been accumulated to tide over the period of transfer. Beatty Bros. Limited, will distribute through their eight wholesale warehouses in Canada."

EDDY OFFICIALS VISIT WEST

Lethbridge, Alta.—Chiefs of the E. B. Eddy company of Hull, Quebec, have arrived in Edmonton on a two months' tour of the west. In this party are J. T. Sherriff, vice president and assistant general manager, and John F. Taylor, secretary and assistant sales manager.

This is the vice president's first visit to the west and he readily admits that the trip is an "eye-opener." On all sides he has been beseiged with hospitality and that is something which will long be remembered by him. He finds that the spirit of the west is something to yearn for, and well justified a trip across Canada.

The executives of the company are making the trip for the purpose of getting in closer touch with the selling agencies.

Nearly ten thousand residents of Cornwall, Ont., and surrounding districts turned out on the invitation of the Retail Merchants' Association to take part in and watch the first street masquerade carnival and dance ever held in Cornwall.

Western Canada News

Lorne Muir, manager of the hardware department of Revillon Wholesale Ltd., Edmonton, spent last week in Banff.

The Thos. Davidson Mfg. Co. Ltd., of Montreal, has opened a British Columbia branch on Powell street, Vancouver B. C., next to the Simson Balkwill plant.

The Grill Sheet Metal Works, Vancouver, B. C., whose partners have been Albert Grill and I. N. Kidd, has been dissolved.

Clifford Wilkinson, manager of the Wilkinson hardware store, of Stettler, Alta., spent a very pleasant holiday in Calgary.

R. S. Hodson, retired hardware merchant of Maple Creek, Sask., motored through Calgary on his way home from Banff.

Chin, Alta.—Capt. Orr, who arrived on the 1st inst., is taking the position of manager of P. Lund's hardware and lumber yard here.

Col. Stark, of Stark, Seybold & Company, Limited, Montreal, while in Winnipeg, called on the J. H. Ashdown Hardware Company.

Gordon C. Hewer, who a few weeks ago started construction of a building on Twelfth avenue west, Vancouver, B. C., has now got in his stock and is carrying a full line of shelf hardware and house furnishings.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Company Limited, Winnipeg, has just returned from an enjoyable fishing trip at Kenora. Mr. Bamford had the pleasure of catching one of the largest pike caught there this season. It weighed 15 pounds and was about 3 feet in length.

The Calgary Paint Club held their second annual picnic at Bowness Park, west of Calgary. Most of the employees of the paint houses with their wives and children forgot about paint for the afternoon and concentrated on fun with results that appeared highly successful. A busy committee was well repaid for its efforts by many evidences of sincere enjoyment.

Metals Ltd., of Calgary and Edmonton, have inaugurated a new price service to their customers in the form of three monthly price lists. The price lists are in booklet form, each with a different colored paper, one covering plumbing and heating supplies, the second covering fittings, valves, engine trimmings, tubular goods and kindred lines, and the third general hardware and blacksmith lines. This service is a departure from any in use in Western Canada up to date, each article being illustrated by a small, neat cut. The booklets are gotten out neatly and are attractive and the information they contain is very easy to locate.

Peart Bros. Hardware, Regina, Sask., has bought out the retail business of British American Paint Co. of that city.

H. B. CARBRAY TO SEATTLE

H. B. Carbray, advertising manager of the Wood Vallance Co., Ltd., Winnipeg, who for the past thirteen years has been associated with this firm, has severed his connection and has taken a position with a large wholesale hardware house in Seattle.

The warehouse and office staff gave him a splendid send off in the way of a dance and corn feed in the Odd Fellows Hall and presented him with a black walrus fitted club bag. The sales staff entertained him at the home of Don Fergusson, Oak Street, River Heights, Winnipeg, Col. Gillespie on behalf of the salesmen presented Mr. Carbray with an illuminated address and a silver waiter, two silver entree dishes and a silver bread tray.

Mr. Carbray got his early hardware training with Lewis Bros., of Montreal, and travelled out of Moose Jaw for nine years for Wood Vallance Limited, after which time he came to Winnipeg and was in charge of the advertising department for over three years.

CROP RETURNS BRING TRADE IMPROVEMENT

Calgary, Alta.—A distinct improvement in wholesale and jobbing lines, hardly reflected as yet in the retail business, is noticeable in the Calgary district as the direct result of unusually good crop returns in southern Alberta.

SASKATCHEWAN FARMERS MAY SHOOT DUCKS OUT OF SEASON

An order in council was issued recently at Regina by the provincial government making it legal for farmers to shoot out of season, wild ducks which are damaging their crops.

Many reports have been received from districts where the birds are causing much havoc in the grain fields and at Duval, Sask., they are said to be so plentiful that the efforts of two boys employed for the sole purpose of driving them off proved unavailing.

HUNTING SEASON OPENS

The season for ducks and geese opened on September 15th. Ducks are said to be very plentiful throughout Manitoba and from reports received from the Department of Agriculture it is evident that chickens will be found in large numbers in almost all districts. The season for chickens is from October 16th to 21st this year. Last year several requests were received by the department urging that the season for chicken be lengthened.

Postmaster-General Expresses Views Regarding C.O.D. System

Claims Department Stores Will Not Benefit, But That New System Will Work Out to Advantage of Smaller Retailers

THE Postmaster General does not think it advisable to hold up the new C. O. D. system, details of which have appeared in previous issues of Hardware and Metal. A request was made that the matter be held up for 6 months in order to give retail and other associations an opportunity of making any suggestion which they might think advisable in connection with the working out of the new plan. The new C. O. D. was sprung suddenly, and becomes effective Oct. 1. If the matter is handled as the Postmaster General's letter suggests, and it can be shown that the new system will pay its own way, there will probably be no great objection from retailers. The retailers feel however that a close watch should be kept on the cost of operating innovations of this kind, and strongly object to deficits being charged up against other departments. The letter from the Postmaster General follows:

Ottawa, 8th September, 1922.

W. F. Macpherson, Secretary, The Ontario Retail Hardware Association, Prescott, Ont.

Dear Sir:—

I have your communication of the 6th inst., quoting a resolution passed at a meeting of the executive of your association held in Toronto, Monday, 2nd instant, to the effect that the introduction of the C.O.D. service in connection with mail matter should be deferred for six months for the reason that the extension of this service will be an advantage to city departmental stores and mail order houses, and will work to the detriment of the retail stores, and will impose an additional burden on the postal service, while at the same time competing with the National Railway Express Service, and I am inclined to the opinion that the resolution was passed on a misunderstanding of the whole situation, and that the fears of your association are groundless.

As a matter of fact no request for C. O. D. service was made by any departmental store or mail order house in Canada. As I understand it they make very little use of the C. O. D. service which the express companies have provided for many years, for the reason that it is becoming a general practice to pay the cost of transmission of goods and as the goods are ordered from catalogues in the hands of the customers and the prices are correctly stated, all difficulty is removed in regard to enclosing the proper remittance, that this has become the established method of conducting mail order business. It is not expected that their method of doing business will be changed nor that the C. O. D. system in connection with mail matter will have any material effect in so far as these houses are concerned.

To tell the truth it is expected that the retail stores will be the ones that will benefit most as they do not as a rule issue catalogues, and a C.O.D. system would therefore be a distinct advantage to them as rural customers would be able to order goods by mail even though they have no knowledge as to prices, the C. O. D. filling the deficiency in this respect. In fact it has been local business firms, particularly those engaged in repair business, such as jewellers, automobile accessory manufacturers, etc., who have been pressing the Derpartment for the establishment of the C.O.D. service in connection with mail matter. It is in the response to the request of such firms that it is being established and it is proposed to give it a fair trial.

It is not intended that it should add any expense to the Department, in fact it is being placed on a basis that will enable it to pay its way and possibly yield a small profit. It is the intention that very close check will be kept on the operation of the system, so that full and exact information will be obtained as to exactly how it operates and who are taking advantage of it.

If, after the system has been given a fair trial, your association has evidence to show that it is working out to the detriment of the retail merchants and to the advantage of the departmental stores and mail order houses, and will submit the evidence to us, then that phase of the question will be carefully considered.

Yours sincerely,

CHAS. MURPHY.

Further Discussion of Hobbs Hardware Matter

NO FURTHER statements have yet been made in connection with the charges of the London retail hardware men regarding the alleged selling by the Hobbs Hardware Co., of hardware in a retail way at wholesale prices. C. A. Whitwam, managing director of the Hobbs Hardware Company stated to Hardware and Metal that owing to the Western Fair being held at London this week, it had not been possible to call a meeting of the directors of the company, and a stateemnt from them was therefore not forthcoming at the present time. The meeting, it was expected, would be held within the next few days.

Secretary Macpherson of the Ontario Retail Hardware Association has this week sent the following letter to the Canadian Wholesale Hardware Association and to the jobbers of Ontario.

"Dear Sirs:

The following resolution was passed at the last convention of the Ontario Retail Hardware Association, and duly published in Trade Press:—

"That as a matter of principle, the function of the jobbers should be to sell to the recognized retailers who carry stocks of goods offered for sale, except special cases, such as factories, etc., when a slight preferential in prices should be allowed the dealer."

At a meeting of the executive held in Toronto, September 4th, several complaints were received regarding certain wholesale houses who were selling direct to the consumer at practically wholesale prices, vitally affecting the trade of the retail stores in localities in which these wholesale houses were situated, and that this practice was growing, to the great detriment of the retail dealers.

The executive desire to express their disapproval of this unfair competition, and while recognizing the fact that the wholesaler has a true status in the distribution of merchandise, believe that to function properly with the full co-operation of the retailer, this practice will of necessity have to be discontinued.

W. F. MACPHERSON."

SPECIALIZED NEWSPAPERS AND C. N. E.

(Continued from page 32)

"This is the situation, I can show it to you in this clipping." For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country."

We appreciate the honor the C. N. E. has conferred on the Press in singling out a day in their honor. In a larger sense, however, every day is "Press Day" for some of the publishers in our association. Our publications are of such a varied nature and cover such diversified fields that in nearly every case there is one or more publications devoted to the industry that gives the day its name.

Quality Not Quantity

Now, I believe the directors are interested not merely in bringing the numbers but in bringing the men and women with a stake in the country—the responsible people, the people of large buying power. To put it in newspaper language, you are interested in class in circulation rather than in the mass circulation.

In every one of the lines mentioned above, our publications reach a large percentage of the best men and women engaged in the business, and reach them with publications that they have come to regard as their business associates.

I believe the big development of the future for the Canadian National Exhibition is to develop the exhibits of the various industries as units.

I can assure you the publications in our association will be very glad to co-operate with you, not only in organizing exhibitors and inducing them to guarantee the cost of the building, but in making the buildings a success after they are erected by bringing to the Exhibition the class of people these exhibitors want to reach. For, after all, the real success of an Exhibition does not consist in large buildings or elaborate exhibits but in the class of people who attend.

Markets at a Glance

CURRENT hardware market developments continue to indicate a temporary inflation of values. The majority of price changes this week are again of an upward nature. Among the increases noted are such products as galvanized pails, tubs, garbage and ash cans, tanks and sinks. Range boilers are also higher through revised discounts, while bright, brass and bronze wood screws, stocks and dies, certain makes of files, jute and duck horse blankets, rasps, pig iron, bench axes and wire nails are included in the lengthy budget of similar revisions. New quotations are now in effect on various styles of spring hinges and screen door sets.

VARIOUS reductions are in evidence, the primary change of this nature centering on lawn mowers. The Stanley line of boxwood rules, Wostenholm stainless steel cutlery, hack saw blades and aluminum numerals, are other items appearing at easier price levels. Linseed oil prices record the third reduction in as many weeks.

FROM the viewpoint of hardware manufacturers, the coal situation still contains plenty of room for improvement. Production of soft coal in United States fields is limited by current transportation conditions, and while anthracite mines have resumed operations, this handicap also has to be faced in distribution. Coupled with the rising costs of certain raw materials, higher fuel prices have increased production costs and manufacturers in several instances are confronted with advancing quotations.

COLLECTIONS are reported to have improved during the past two weeks, this development being attributed in certain quarters to the favorable crop returns. With the advent of fall weather, a seasonal call for oil and electric heating appliances, stove accessories and lamps and lanterns is being experienced. More interest is evident in furnace and repair work.

WESTERN centres record the fact that with the opening of the duck shooting season, guns and ammunition continue in brisk demand.

Montreal, Que.

MONTREAL, September 14.—Another long list of price revisions is recorded on the hardware markets, including both price increases and decreases. Following the firm trend of galvanized iron for some time past is the announcement of higher quotations on galvanized ware such as galvanized pails, tubs, garbage and ash cans, tanks, boilers and sinks. Range boilers are also quoted higher by manufacturers, discounts off standard list prices being revised. Another important change in an upward direction is made on bright, brass and bronze wood screws. The new base price on wire nails is given, showing an advance of twenty-five cents over former quotation. A further revision is made on boiler tube quotations, when practically all sizes of both seamless and lapweld tubes are shown at higher figures. New discounts are now available on certain makes of files, and stocks and dies have new higher quotations. Lower prices appear on the Stanley line of boxwood rules, lawn mowers, and Wostenholm stainless cutlery. Such lines as corrugated sheets, eavestrough and conductor pipe, are as yet unchanged in price.

WIRE NAILS INCREASED TO $3.75 BASE

Montreal.

The expected advance in wire nail prices is now announced, jobbing houses quoting the new base price of $3.75. This quotation again brings the local price to a higher level than other domestic markets, but both manufacturers and distributors state that higher raw material costs warrant the increased figures, and the recent revisions in wire and other wire products indicate the trend of these products.

Increased extras for galvanizing are also announced, and 1 inch and larger will now cost $3.00 per 100 lbs. extra, smaller than 1 inch $3.25 per 100 lbs. extra.

NO PRICE CHANGE YET IN TROUGH AND PIPE

Montreal.

No change is made yet in quotations on eavestrough, conductor pipe and elbows, but the market remains in a very firm position. One local manufacturer stated that he would not be surprised if higher prices were announced at any time. The stronger tendency in raw materials such as flat galvanized sheets has firmed the market for these products for some time past, and with continued strength being shown in the sheet markets increased prices are considered imminent. Present unchanged list prices and discounts are as follows:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in,, $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70|10 per cent.

Conductor Pipe, Round, Plain and Corrugated, per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in. $29.60; 5 in., $40.00; 6 in. $49.00.

Discount 70|10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.

2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in. $29.00.

Discount 60 per cent.

EXPECT FURTHER RISE IN GALVANIZED PRICES

Montreal.

With a very firm undertone continuing in the sheet markets, prices locally remain unchanged. The firming tendency in Southern producing centres, when prices generally were advanced, has not yet affected the local market insofar as prices are concerned, although certain

distributors anticipate a change in an upward direction in the not far distant future. Having a more direct bearing on the local situation in this regard is the condition of stocks. Available supplies are none too ample, and although recent shipments from overseas have arrived, it is felt that a more active demand during the coming weeks will retain stocks at a comparatively low level. This question has been on the minds of local distributors for some time past and while it was thought that ample cargoes would reach here during the fall months from overseas, this point is again receiving much attention. Following are present prices which are very firm:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 50
26 gauge	7 00	7 25
24 gauge	6 40	6 65
22 gauge	6 05	6 30
18—20 gauge	5 35	5 60
Other Brands—		
10¾ oz.	7 00	7 25
28 U. S. gauge	6 60	6 85
26 U. S. gauge	6 30	6 55
24 gauge	6 15	6 40
22 gauge	6 15	6 40
18—20 gauge	6 00	6 25
16 gauge	5 85	6 10

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

REVISED DISCOUNTS ON WOOD SCREWS

Montreal.

Through a revision in discounts quotations on wood screws are advanced to a varying extent. Bright screws show a price increase of approximately 15 per cent., while brass and bronze screws record an advance of a minor nature. Following are revised discounts:

WOOD SCREWS—	
F. H. Bright	80 5%
O. H. Bright	77½ 5%
R. H. Bright	77½ 5%
F. H. Brass	75/5%
O. H. Brass	72½ 5%
R. H. Brass	72½/5%
F.H. Bronze	70 5%
O.H. Bronze	67½ 5%
R.H. Bronze	67½/5%

STANLEY RULES ARE REVISED IN PRICE

Montreal.

The Stanley Rule and Level Co. announce a revision in prices on boxwood rules. The change in prices agrees with that made by Canadian manufacturers two weeks ago; certain lines reduced from 5 to 10 per cent. while others show little if any change.

Higher Quotations on Galvanized Ware

New Levels at Less 10 Per Cent., Former Quotation Being Less 17½ Per Cent.—Trend of Galvanized Sheets Decidedly Upward

IN SYMPATHY with rising costs of raw materials, particularly galvanized iron, quotations on galvanized ware, such as pails, tubs, garbage and ash cans, tanks, boilers and sinks, now show price increases of varying extent. The discount on these goods is now 10 per cent., former discount being 17½ per cent. off list prices.

This is the second revision in these lines during the current year, quotations in June last being reduced from list prices to 17½ per cent. discount. Manufacturers in naming present prices state that since that time the trend of galvanized sheets has been upward, but increases in the finished products were withheld until the continued rise in raw material would not permit manufacture at former lower levels. It was thought some time ago that the gain in sheets was more or less of temporary duration, but with firmer prices continuing for some months following, it would appear that the rise was of a healthy nature, with prevailing higher levels likely to rule for some little time to come.

NEW DISCOUNTS QUOTED ON CANADIAN FILES

Montreal.

As announced in last week's issue of Hardware and Metal, new discounts on many lines of files, showing higher prices, would be issued in the near future. These are now given as follows:

FILES—	
Globe	60%
Arcade	60%
P. H. and Imperial	60%
Nicholson	30%
Black Diamond	35/5%

STAINLESS STEEL CUTLERY SUBSTANTIALLY REDUCED

Montreal.

An appreciable reduction is made in the Geo. Wostenholm & Son line of English stainless steel cutlery. This price decline varies on the different priced lines.

SLIGHTLY FIRMER TONE IN SOME SCRAP METALS

Montreal.

Minor price changes in an upward direction are reported on the scrap metal markets, such as zinc, heavy copper, and machinery cast. Markets in general, however, remain in a quiet position, with very little buying in any line. Machinery cast is increased $1.00 per gross ton, a slightly firmer tendency being noticed in this metal owing to the scarcity of pig iron. Local dealers' average buying prices are the following:

WASTE MATERIALS—		
Automobile tires		**0 50**
Rubber shoes		0 02
Yellow brass	0 05 to	0 06
Red brass		0 08¾
Light brass		0 04
Scrap zinc		0 03¾
Lead, heavy		0 04½
Lead, tea		0 03
Light copper	0 08½ to	0 09
Heavy copper		0 11¼
Wrought iron R. rd., No. 1, per gr. ton		10 00
Malleable scrap (ton)	9 00	10 00
Pipe scrap (ton)		7 00
Heavy melting steel	9 50 to	10 00
No. 2 busheling		3 00
Boiler plate	8 00	9 00
No. 1 machinery cast		22 00

BAR IRON QUOTATIONS ARE STILL UNCHANGED

Montreal.

Although the increased price of $3.25 was thought probable on the local market even before this date, quotations are still unchanged with $3.15 base generally quoted. Distributors describe present trade as remaining quiet, and stocks are fully ample to take care of present requirements. Undoubtedly the market is very firm from a production standpoint, but owing to it being unnecessary to enter the market to any great extent the situation is not as strong as it otherwise would be from a distributor point of view.

Steel works in the United States report an improvement, a gain in output capacity being reported. Although slight up to the present it is taken as an indication that a betterment may be looked for during the following fall months. Consumers of steel in a number of lines are showing more concern over their ability to secure continuous supplies from the mills, and apparently the biggest handicap is the rail strike situation, and transportation difficulties. Average local prices are the following:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single recled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

ALSO STRONG TENDENCY IN CORRUGATED SHEETS

Montreal.

The market for corrugated sheets is still described as firm, with little actual change in the situation from previous weeks. The stronger market tone in flat galvanized sheets and a slightly improved demand, are the two factors contributing a firm tendency in these products. Although there is no direct indication that higher prices will be named in the near future, manufacturers state that the trend is undoubtedly in an upward direc-

tion. Unchanged prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

RANGE BOILERS HAVE HIGHER PRICE LEVELS

Montreal.

Manufacturers and distributors announce an advance in quotations on the various sizes of range boilers. Standard boilers are now quoted at less 45 per cent., extra heavy at 35 per cent. off standard list prices. Manufacturing costs are said to have gradually increased with the advances made in raw material prices, especially galvanized sheets. Although market levels on sheets have shown repeated increases during recent months, quotations on range boilers have remained unchanged for many months past. The market for these products is also reported as somewhat more settled, price shading not being in evidence to any great extent among distributors such as was the case earlier in the year. Following are list prices and revised discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent. Extra heavy, 35 per cent.

STEADY TONE IN LEAD AND ZINC PRODUCTS

Montreal.

Lead and zinc products are still on a firm basis, metals on primary markets showing a steady to firm market tone notwithstanding a quiet period is now in evidence. Lead has recently shown signs of weakening, but has recovered to an extent in the past few days. Zinc is steady at present but higher prices in the not far distant future would not be surprising. Current business in the finished goods is described as fair at following quotations:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2″	13 00
Do., 2″ to 8″	14 00
Do., 8″ and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9¼

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 21½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

TAYLOR FORBES LAWN MOWERS NOW 25 OFF

Montreal.

Prices on Taylor-Forbes make of lawn mowers for next season are now quoted at 25 per cent. off list, dated Sept., 1921. This is a reduction compared with the previous level of 20 per cent.

ADVANCED QUOTATIONS ON STOCKS AND DIES

Montreal.

Through a revision in discounts quotations on both adjustable and solid stocks and dies are increased. These are now quoted at 37½ per cent. off list prices, former discount being 40 per cent.

HIGHER QUOTATIONS NOW RECORDED IN BOILER TUBES

Montreal.

Current quotations on boiler tubes are again revised, practically all sizes in both seamless and lapweld being brought to higher price levels. It is stated by distributors that the firmer tendency in the steel industry generally is now reflected on these products and prices are increased in line with replacement costs. There is a slight improvement in demand owing to a fair amount of repair work being done and dealers have found their stocks becoming depleted thus making it necessary to enter the market for new supplies. It is pointed out that higher levels have been quoted at primary centres for some weeks past, but distributors did not increase their selling prices until they were forced to purchase.

GOOD MOVEMENT OF BOILERS AND RADIATION

Montreal.

Manufacturing of boilers and radiators report a steady demand for their products, activity in building circles continuing quite satisfactory, especially in the larger centres. Current quotations on both lines are unchanged, with the undertone of the market remaining in a firm position. Recent increases in pig iron quotations and the present coal situation which is none too satisfactory even yet are said to be two factors contributing added strength to the former stiffening tendency in products of this nature.

IMPROVED MARKET TONE IN MOST INGOT METALS

Montreal.

After a period when the summer dullness was evident in the ingot metal markets, an almost general improvement is noted and some metals are now showing a decidedly firmer tendency. Copper and spelter are the strongest metals on the list, the latter touching a new high point in East St. Louis. Antimony, which has been in a dull position for some weeks past, now has a much improved tone.

TIN.—There seems to be a waiting attitude in this market to ascertain how statistics shape up for the month. Although tin has recently shown a reaction, the future outlook continues more promising. The London market is weak, but an improvement is looked for in the near future. Quotation unchanged at 36 cents.

COPPER.—The London market is firmer and there is a temporary scarcity reported in the U. S. A. Producers are holding firm, and the market generally presents a strong outlook. Quotation on electro remains at 17¾ cts., casting at 17½ cts.

LEAD.—The lead market remains quite firm. Although the London market is a shade easier at present, this tendency is not sufficient to materially affect the market in general. There is, however, said to be nothing to indicate any great advance and a steady market is looked for. Local price 6¾ cents.

Toronto, Ont.

TORONTO, September 14.—Again the majority of current price changes represent a general movement to higher levels. Through revised discounts, wood screws are advanced, also galvanized range boilers, both extra heavy and standard. Other increases are evident on rasps, both jute and duck horse blankets, various makes of files, and bench axes. Pig iron prices are again higher, although the quotation is purely nominal. Revised discounts are in effect on galvanized products such as galvanized steel sinks, both light and heavy galvanized tubs and pails, also garbage pails. New quotations on the various styles of spring hinges and screen door sets are now in effect.

The reduction in lawn mower prices is the feature of current declines. Hack saw blades are now lower, and a minor reduction is noted in aluminum numerals. There is also a fractional decline in cement quotations per barrel in carload lots. No revision has yet been made in discounts on eavestrough and conductor pipe.

PIG IRON PRICE AT INCREASED LEVELS

Toronto.

Practically all Canadian pig iron is off the market temporarily, in-so-far as new orders are concerned. The nominal quotation is $39.30, but no business is being done at this figure. Practically the only iron available at the moment is Summerlee, and this stock is limited. It is expected that Carron iron will be offered at an early date. The consumption of the foundries at this time is only nominal. Most firms bought heavily

some weeks ago and the producers are protecting their customers who placed orders well in advance. Thus there is little actual demand for pig iron at present.

EASIER PRICE LEVELS ON LAWN MOWERS

Toronto.

A reduction is now made in quotations on lawn mowers, effective from September 9. Those lines quoted at list and discount are now shown at 25 per cent., compared with the former level of twenty per cent. A corresponding reduction is made on other lines carrying net prices. Manufacturers have announced the following revised price levels, which are guaranteed against any further decline until June 30, 1923:

LAWN MOWERS—

	Discount
Whippet, 3 Blades 12"—$6.50. 14"—$6.75. 16"—$7.00.	Net
1000 Islands, 4 Blades 12"—$7.90. 14"—$8.40. 16"—$8.95. 18"—$9.45.	Net
1000 Islands, 5 Blades 8"—$8.10. 12"—$8.60. 16"—$9.85. 10"—$8.35. 14"—$9.20. 18"—$10.35.	Net
Red Wing, 4 Blades 12"—$8.45. 16"—$9.55. 20"—$10.70. 14"—$9.00. 18"—$10.15.	Net
Red Wing, 5 Blades 12"—$9.00. 16"—$10.20. 20"—$11.25. 14"—$9.60. 18"—$10.75.	Net
Bluebird Ball Bearings, 4 Blades 12"—$10.50. 16"—$11.65. 20"—$12.65. 14"—$11.00. 18"—$12.15.	Net
Bluebird Ball Bearing, 5 Blades 12"—$11.10. 16"—$12.20. 20"—$13.25. 14"—$11.60. 18"—$12.75.	Net
Great Canadian Ball Bearing, 5 Blades 18"—$17.50. 20"—$20.00.	Net
Grass Boxes, Including Shield, each 8"—$2.00. 10"—$2.20. 12"—$2.40. 14"—$2.60. 16"—$2.80. 18"—$3.00.	20%
Lawn Mower Repairs Catalogue List.	65 %

WOOD SCREW PRICES REACH HIGHER LEVELS

Toronto.

Through a revision in discounts, another advance has been recorded in quotations on wood screws. The average increase is in the neighborhood of fifteen per cent. The new discount is as follows:

WOOD SCREWS—

Flat Head Bright, 80 -5% off list.
Oval Head Bright, 77½-5% off list.
Round Head Bright, 77½-5% off list.
Flat Head, Brass, 75 -5% off list.
Oval Head, Brass, 72½-5% off list.
Round Head Brass, 72½-5% off list.
Flat Head, Bronze, 70 -5% off list.
Oval Head, Bronze, 67½-5% off list.
Round Head, Bronze, 67½-5% off list.

NEW DISCOUNT NOTED ON HORSE RASPS

Toronto.

Quotations on horse rasps have been advanced, this revision corresponding to the higher price levels announced on files. The increase on rasps is in the neighborhood of twenty per cent. The revised discount is list less 70 per cent.

HIGHER NET PRICES ON BENCH AXES

Toronto.

New higher net prices are announced locally on bench axes, this change being in line with the general advance in quotations on these products. Revised levels follow:

BENCH AXES—

No. 2, $19.75 per doz.; No. 3, $22.00 per doz.; No. 4, $24.00 per doz.

PRICES ON HACK SAW BLADES NOW REDUCED

Toronto.

Quotations on hack saw blades have again been revised, a reduction of approximately ten per cent. now being in effect.

PRICES ON HORSE BLANKETS INCREASED

Toronto.

Quotations on jute and duck horse blankets have been advanced this week to the extent of 10 and 15 per cent. respectively.

DISCOUNT ON NICHOLSON FILES AGAIN REVISED

Toronto.

Jobbers announce that the revised discount on the Nicholson line of files is 35 and 5 per cent.

MINOR REDUCTION IN ALUMINUM NUMERALS

Toronto.

A slight reduction is now in effect on aluminum numbers, the 3-inch size now being quoted at $2.10 per hundred.

REVISED DISCOUNTS ON GALVANIZED PRODUCTS

Toronto.

Revised discounts are announced on galvanized wares, this change affecting such products as galvanized steel sinks, painted steel sinks, both light and heavy galvanized pails and tubs, and also garbage pails. The new discount quotation is ten per cent.

REVISED QUOTATIONS ON SPRING HINGES

Toronto.

Revised price levels on various styles of spring hinges are also announced by the manufacturers this week. New quotations are as follows:

HINGES—

Spring Hinges, per gross pair, No. 201, $35.00; No. 202, $28.75; No. 200, $20.00.

Double Acting Spring Hinges, per gross pair, $62.50.

Screen Door Sets, per gross, No. 1200, $37.50; No. 1201, $45.00.

No. 711 Loose Pin Steel Spring Hinges, Per gross pair, $25.50.

UNCHANGED QUOTATIONS IN BAR PRODUCTS

Toronto.

No further change has been announced in prices on bar iron and steel, although many warehouses are firm in their conviction that quotations on bar products generally are due for another advance in the near future. The current demand is described as fairly good for this season of the year, with orders being several weeks behind from mill centres due to coal and transportation difficulties.

The opinion is expressed that with the miners back to work and the possibility of coal piling up at the mine head, there will, no doubt, be a much greater effort made to settle the railway trouble, which, for the last two months has had a greater effect on prices than the coal strike. Settlement of the strikes will, no doubt, have a softening effect on the market, but it is not likely to result in any decline in prices in domestic circles until the end of the present year at the earliest.

IRON AND STEEL—		
Mild steel bars, base		3 25
Mild steel bands 3-16 in. base		3 75
Bar iron, base		3 25
Angle iron, base		3 35
Horse shoe iron		3 85
Tire steel		3 45
Spring steel	7 00	8 00
Sleigh shoe steel		3 25
Cold drawn steel		4 50
Hoop steel	4 25	4 50
Norway iron		12 50
Toe calk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

RANGE BOILERS ON NEW DISCOUNT LEVELS

Toronto.

Through a revision in discounts, prices on range boilers are approximately ten per cent. higher. This development reflects the current changes in the galvanized sheet market, which has recently recorded several advances. The new discounts on range boilers are 45 per cent. on the standard and 35 per cent. on extra heavy, compared with the former levels of fifty and forty respectively. These discounts apply to the list adopted in January, 1922. While current movement is described as moderate, manufacturers point towards the rising production costs and higher raw material price, these factors creating a firmer undertone to the market.

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 60
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent; Extra heavy, 35 per cent.

FRACTIONAL DECLINE IN CEMENT QUOTATIONS

Toronto.

A fractional reduction is now in effect on cement prices, the local quotation per barrel in carload lots having been lowered from $3.70 to $3.68. No variation is announced on other quantities, the quotations given below remaining in effect. The seasonal call for cement is described as falling off to some extent during recent weeks, but conditions are described as fair for this time of the year. Current prices follow:

CEMENT—Carload Lots—	
Per barrel	3 68
Less Carload Lots—	
Per barrel, f.o.b. yard	4 40
Per barrel, delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

FIRMER MARKET TONE IN COMPRESSION GOODS

Toronto.

Although no change in quotations affecting brass compression goods has been announced, distributors of these products

state that a slight change in an upward direction would not be surprising. Such a development to the extent of around five per cent. was stated as possible in view of recent increases in basic materials. No step in this direction has yet materialized, and the following unchanged discounts are at present in effect:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25-10%
Jenkins Globe	19-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

NO NEW DISCOUNT YET ON TROUGH AND PIPE

Toronto.

No developments have been announced in respect to revising prices on eavestrough, conductor pipe and conductor elbows. While higher levels are considered imminent, no decision has yet been reached, although manufacturers of other galvanized lines such as flat sheets, have placed certain revisions into effect. The fact that a brisk movement of these products is recorded, and that increased levels at this time might retard to some extent the incentive to carry building operations along well into the fall season, are stated as considerations in spite of the firm undertone apparent in the market. Following are, therefore, current unchanged lists and discounts:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per. 100 ft.	
8 inch	$15 90	15 inch	$28 80
10 inch	17 70	18 inch	36 80
12 inch	21 20		

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated. Per 100 ft. in 10 ft. lengths.	
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

CONDUCTOR ELBOWS—

Plain, round or round corrugated:	
2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

BRISK SEASONAL CALL FOR CORRUGATED SHEETS

Toronto.

While there remains a brisk seasonal call for corrugated sheets, a variety of elements are apparent in this market. The improvement recently noted has failed to remain for any length of tir due to the fact that a certain amount of damaged corrugated sheets is being offered in certain quarters. Therefore, while a firmer tendency was developing on the one hand due to the strength of flat galvanized sheets, the resumption of slightly easier levels in certain quarters again became apparent to some extent on the other hand as a result of these conditions. As already noted, however, the movement of corrugated sheets at this season is usually brisk, and distributors point to this factor as serving to maintain the following unchanged current price levels:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

DELIVERY OF SHEETS IS IMPORTANT FACTOR

Toronto.

Continued activity is reported in the sheet market, with delivery still remaining the important factor. Producers of sheets, as in all other steel products, are confronted on the one hand with an extremely brisk seasonal demand and on the other with uncertainty regarding future operating conditions. Southern sheet producers state that in spite of the improvement in the coal supply conditions, the ability of the railroads to move fuel from the mines becomes the controlling factor in the current situation. A flood of price advances has followed the recent wage advances at primary steel works, and in many quarters it is thought possible that galvanized sheet quotations may reach higher levels in the near future, as a result of this pressure in the basic elements.

The appearance in the steel market is that the shortage of coal has affected the production of steel more than its consumption. There is more pressure upon the mills for deliveries than there was a couple of months ago. Prices on blue annealed sheets now reach a slightly higher level:

BLUE ANNEALED SHEETS—

10 gauge, base	$ 4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40

BLACK SHEETS—

18-20 gauge	5 30
22-24 gauge	5 35
26 gauge	5 40
28 gauge	5 50

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.	Premier and Apollo
28 gauge	7 75	
26 gauge	7 50	
24 gauge	6 90	
22 gauge	6 55	
18 and 20 gauge	6 05	
10¾ oz.	7 15	7 65
U. S. 28 base	6 75	7 25
U. S. 26 base	6 45	6 95
22 and 24	6 30	6 80
18 and 20	6 15	6 65
16	6 00	6 50
12 and 14	5 85	6 35

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

SEASONAL REVIVAL IN TIN PLATE TRADE

Toronto.

While a distinct falling off in the tin plate trade, and a falling off in the volume of new business was noticeable a few weeks ago, this condition has now been reversed and a seasonal revival is considered at hand. Large consumers are again coming into the market and this has served to considerably firm up the current market tone at the following unchanged local price levels:

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'	5 20
Do., Do., 60's	5 30
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

STILL SLUGGISH TONE IN SCRAP MATERIALS

Toronto.

There is hardly any degree of improvement to record in the local scrap material markets, the sluggish attitude still being apparent.

Scrap rubber prices are without change and business is pretty near at a standstill in this group.

Scrap iron and steel is moving along quietly. Cast iron is the strongest part of the market. Scrap metals have been firm. Red and yellow scrap is reported to be moving fairly actively both to domestic and U. S. buyers. White metals are firm, but rather slow. The following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	15 00	16 00
Grate bars	11 00	11 50
Standard car wheels	14 00	15 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	6 60	1 00

INGOT METAL PRICES ON STEADIER BASIS

Toronto.

Trading in ingot metals continues to be on a moderate scale, with very little fundamental change to be recorded. The current demand is described as just fair, with buying, on domestic and primary centres, of a conservative character. On the whole, the non-ferrous group are considered to be on a steady basis.

London, Ont.

LONDON, September 14.—Hardware business in this district is good and sales continue to show an increase. Fall lines are moving nicely and merchants are stocking up for fall and winter trade as shortages of goods and higher prices are anticipated on some lines.

A number of price changes go into effect this week, including higher quotations on wire nails, wood screws, and files. Linseed oil is reduced five cents per gallon.

NEW DISCOUNTS APPEAR ON WOOD SCREWS

London, Ont. —

New prices, about 15 per cent. higher, are now in effect on wood screws. The discounts have been changed to the extent of 2½ points all through the list, thus bringing quotations to a higher level. The revised quotations are given in the current market pages.

HACK SAW BLADES TEN PER CENT. LOWER

London, Ont. —

Prices on hack saw blades have been reduced approximately ten per cent. New quotations on the Victor line follow:

HACK SAW BLADES—

8", 54c. doz.; 9", 60c. doz.; 10", 67c. doz.; 12", 80c. doz.

LINSEED OIL PRICES STILL FURTHER REDUCED

London, Ont. —

Another reduction of five cents per gallon is recorded in linseed oil prices this week, the change again being attributed to the current conditions in the flax seed markets. Following are revised price levels now in effect:

LINSEED OIL—

1 to 2 bbls., per gal.	1 05	1 08
3 to 5 bbls., per gal.	1 04	1 07
6 to 9 bbls., per gal.	1 02	1 05

LOWER LIST PRICES ON CLOTHES WRINGERS

London, Ont. —

Manufacturers of clothes wringers have revised list prices, thus showing a reduction on the various lines, averaging from 2 to 13 per cent. Discount remains as formerly at 30 per cent. off. The new prices are contained in the current market quotation pages.

TARRED FELT PRICES ARE AGAIN LOWERED

London, Ont. —

Quotations on tarred roofing felt have again been reduced twenty-five cents per 100 lbs. The new price is $3.20 per cwt. for 7, 10 and 16 oz. tarred felt.

FILES ALSO REGISTER ADVANCE IN PRICE

London, Ont. —

Through a revision in discounts various makes of files have been advanced in price. The revised quotation is list less 30 per cent. on the Nicholson line. Prices on other lines are increased in proportion, the revised levels recording advances of between 5 and 10 per cent. Black Diamond are now quoted 35 and 5 per cent., with Globe files at 60 per cent. off list.

HIGHER PRICES IN EFFECT ON WIRE NAILS

London, Ont. —

Higher quotations are now in effect on wire nails, the base price having been increased ten cents per keg. The revised level is $3.75.

There has been no change reported in cut nail quotations, factories still being behind with their orders.

NAILS—

Wire, base	3 75
Cut, base	4 60

HORSE RASPS REACH HIGHER PRICE LEVEL

London, Ont. —

With the increase in the prices on files comes a corresponding advance in prices on horse rasps. These are approximately twenty per cent. higher. The revised discount is 70 per cent. off list.

FAIR SEASONAL TRADE NOTED IN TURPENTINE

London, Ont. —

Turpentine sales are noticeably good for this time of the year, and the price remains unchanged at present.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 85
2 to 4 bbl. lots	1 84
5 gal. lots	2 00

LAMPS AND LANTERNS IN SEASONAL CALL

London, Ont. —

The arrival of fall weather is stimulating the sale of gasoline lamps and lanterns. Following are current quotations on the Coleman make:

LANTERNS—

No. 327, $7.00 each.

LAMPS—

	Each
With Plain Shade, No. 329	8 25
With Tan Tinted Shade, No. 318	9 25
With Green Tinted Shade, No. 324	9 25
With White Shade and Fringe, No. 317F	9 25

ORDERS FOR CATTLE CHAINS BEING FILLED

London, Ont. —

Booked orders for cattle chains and stall fixtures are now being shipped. Quotations are unchanged, cattle chains being at list less 25 per cent., while the current price on hollow stall fixtures remains at $2.10 per dozen.

Winnipeg, Man.

WINNIPEG, September 14.—There is a better feeling in business circles and although orders are for small quantities, bookings are more frequent. Threshing is practically general all over the Prairie Provinces and as Western grains arrive on the market a high average of quality is noticeable. Optimism prevails and business is expected to show a vast improvement a little later on. A general revision of Lufkin box wood and spring joint rules has been made. With the duck season open the demand for ammunition and guns is showing an improvement. Galvanized sheets are reported scarce and the market is showing a firmer tone. Axe heads have been advanced. Boiler tubes are slightly higher. Some lines of files have advanced five per cent. Linseed oil is showing a firmer tone and an advance of five cents per gallon has been reported. Turpentine at primary points is advancing and has been reflected with a ten cent advance on the local market.

GUNS AND AMMUNITION IN GOOD DEMAND

Winnipeg. —

The duck shooting season opened on the 15th of September and wholesale houses report an active sale of guns, rifles and ammunition. With ducks and chickens plentiful, the trade is looking forward to a good volume of business.

UPWARD CHANGE IN PIPE FITTING COSTS

Winnipeg. —

Higher quotations are now in effect on pipe fittings. Close and short from four inch are quoted at fifty and five per cent., four and a half and larger at forty and five per cent. Long four inch and smaller—fifty five and five per cent. Four and a half and larger—forty and five per cent.

GALVANIZED SHEETS NOW REPORTED SCARCE

Winnipeg. —

Galvanized sheets are reported scarce on the local market. There is a seasonable demand at present and a gradual improvement in prices with the approach of the fall months. Manufacturers announce that the tone of the market is upward and this is an indication that future shipments will be higher and also hard to obtain.

UPWARD TENDENCY IN BOILER TUBE PRICES

Winnipeg. —

The strength of the steel industry is reflected in an advance in boiler tubes. New price revision is as follows:

BOILER TUBES—

1¾ inch, per ft., 20c.; 2 inch, per ft., 22c.; 2¼ inch, per ft., 26c.; 2½ inch, per foot, 27c.; 3 inch, per foot, 36c.; 3½ inch, per foot, 42c.; 4 inch, per foot, 55c.; 4½ inch, per foot, 66c.

REVISED QUOTATIONS ON LUFKIN RULES

Winnipeg.

A revision in quotations is announced on the Lufkin lines of rules. Some lines are reduced from two and one half to five per cent. Following are quotations on some of the popular lines:—

No. 54 2 ft. rules, per doz.	9 85
No. 63, 2 ft. rules, per doz.	4 00
No. 68, 2 ft. rules, per doz.	2 05
No. 62 2 ft. rules, per doz.	8 20
No. 51 2 ft. rules. per doz.	3 75
No. 84, 2 ft. rules, per doz.	6 45
No. 61, 2 ft. rules, per doz.	2 80
No. 70, 2 ft. rules, per doz.	4 50
No. 66½, 3 ft. rules, per doz.	5 55
No. 66¾, 3 ft. rules, per doz.	16 35

GOOD TRADE FOR GALVANIZED RANGE BOILERS

Winnipeg.

Galvanized range boilers are reported to be in fairly good demand as activities in building circles continue splendid. The undertone of these products is reported firm owing to the strong tone in galvanized sheets and other raw materials. The market is steady at present quotations:

RANGE BOILERS—

Size	Price
30 Gallons	9 00
35 Gallons	12 50
40 Gallons	13 75
52 Gallons	22 60
66 Gallons	35 00
82 Gallons	42 50
100 Gallons	60 00
120 Gallons	65 00

RADIATORS AND BOILERS IN GOOD DEMAND

Winnipeg.

The movement for radiators and boilers is seasonable and is stimulated by the continuation of fairly extensive building operations. The number of dwelling houses under construction and the prospects of further building during the fall months is promising for the sale of these products. The firmness of the steel market reflects a firmer tone for these goods. Following are latest quotations.

RADIATORS—

16 inch, $1.50; 18 inch, $1.40; 20 inch, $1.36; 22 inch, $1.30; 26 inch, $1.20; 32 inch, $1.10. 38, 42, 44, 45 inch, $1.00.

Steam less 54 per cent. Hot Water less 53 per cent.

WALL RADIATORS—

5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05, 9 ft., $1.05. Discount 50 per cent.

SEASONAL TRADE CONTINUES IN TROUGH AND PIPE

Winnipeg.

Current trade in eavestrough, conductor pipe and sundry lines continues in seasonable proportions. With the harvest season well in hand there is usually a falling off in the demand but with the approach of fall an improvement is expected. **Quotations are:**

EAVES TROUGHS—

O.G. 8 inch, per hundred ft.	5 75
O.G. 10 inch, per hundred ft.	6 38
O. G. 12 inch, per hundred ft.	7 65
O. G. 15 inch, per hundred ft.	10 63

CONDUCTOR PIPE ROUND AND CORRUGATED—

Per 100 ft. 2 inch, $7.02; Per 100 ft. 3 inch, $8.08; Per 100 ft., 4 inch, $10.20; Per 100 ft. 5 inch, $14.45.

LINSEED OIL ADVANCES

Winnipeg.

There has been an advance of five cents per gallon on linseed oil. Raw is quoted at $1.15 with boiled at $1.18.

St. John, N. B.

Many Attractive Hardware Booths at St. John Annual Exhibition

ST. JOHN, N. B., September 14.—Throughout New Brunswick, during the week, all interest has been centered on the St. John Exhibition, and the many hardware houses have been meeting their out-of-town customers, who make a visit to St. John at Exhibition time. Extraordinary fine weather helped to make the exhibition of this year a great success, and the officials state that they are well satisfied with results. It is estimated that well over 75,000 people passed through the turnstiles.

Some of the exhibitors of interest to the hardware trade were: W. H. Thorne & Co., Ltd. This St. John firm showed automobile accessories, builder's hardware, kitchenware and paints, occupying altogether four stands, and in another section they showed deep sea fishing supplies. Messrs. Emmerson & Fisher, Ltd., who are the selling agents for the Enterprise Foundry Co., Ltd., of Sackville, showed ranges, stoves and furnaces. Consumers Cordage Co., Ltd., made a very attractive showing of ropes and twines, from the smallest size to the largest. The Barrett Co., Ltd., occupied a large stand, showing roofing supplies and building necessities. T. McAvity & Sons, Ltd., made a very elaborate display of the many products of their brass foundry. The A. R. Williams Machinery Co., Ltd., exhibited machinery of all kinds used in the lumbering industry, and also showed private house electric lighting installations. The James Robertson Co., Ltd., made a special exhibit of water systems for the country home. The Christie Woodworking Co., Ltd., and Murray & Gregory, Ltd., showed products of their woodworking factories, and lines for which they are selling agents. The St. John Spring Works made a very attractive display of carriage and automobile springs. T. S. Simms & Co., Ltd., occupied a very large stand in which they exhibited a fine line of brooms and brushes of their manufacture. The decorations of this booth came in for a good deal of favorable comment, and was considered to be one of the most attractive exhibits made. The Galt Stove Works made a good display of stoves and ranges. One of the most interesting exhibits was that of the Foley Pottery Co., Ltd. This firm demonstrated the manufacture of all classes of pottery.

Improved General Conditions

One of the pleasing features during exhibition week was an offer from the New Brunswick Automobile Association to convey patients from the local military hospital to the grounds, and was very much appreciated by the soldiers. Business in St. Johns is not affected greatly by the exhibition. Some of the customers of the larger houses take advantage of their visit to the city, and call on their jobbers, leaving orders, and with the object of giving these out-of-town visitors the best possible service, most of the jobbing houses make a point of having all their traveling staffs in town during exhibition week. T. Felix Michaud, of Buctouche, N. B., while in St. John, stated that business was much better this year than it was last year in his part of the province. He said that the farmers were buying stock as they have plenty of hay this year, while last summer's cut was so small that many of them were compelled to sell their cattle rather than buy hay. The lobster business is very brisk at the present time; the canning factories and the shippers of live lobsters are very busy owing to the large catches of this season.

Retail Merchants Advertise

During the past week the St. John hardware merchants have been using very large spaces in the local papers, as is their custom during exhibition week, inviting visitors to visit their stores. Extra pains were taken with the window displays, and everything possible done to create favorable impressions.

The recent heavy rains did damage to the value of not less than $100,000 to the roads and bridges in New Brunswick, is the statement given out by Hon. P. J. Veniot, minister of Public Works. The new Brunswick Telephone Company also were affected by the heavy rains, causing insulations to become badly soaked. The quarterly bulletin of the New Brunswick fire prevention board contains the following interesting fire loss figures:

Moncton, $182,114, twenty-four fires; Edmundston, $126,896, ten fires; St. John city, $79,348, fifty fires; Bathurst, $57,524, twelve fires; Fairville, $48,938, two fires; Doaktown, $32,000, two fires; Fredericton, Shediac, Sackville, St. Stephen, St. Andrews, Sussex, Chatham, Gagetown, Dalhousie, Andover and Perth were immune from serious fires during the three months period under review. It will be noticed that the Moncton fire losses are the greatest in the province, with Edmundston coming second. The total loss in the province, exclusive of forest fires, was $925,489.

The provincial department of public works is calling for tenders for the construction of the Wilson Brook Bridge, parish of Derby, Northumberland County.

Calgary, Alta.

Seasonal Interest Now Manifested In General Heating Appliances

CALGARY, Alta., September 14.—An evidence of the season is the general movement on the part of the retail hardware merchant to make a more prominent display of heating stoves and other heating appliances. The time is a little early for actual sales but interest is evident and keen competition will be displayed in filling the usual crop of requirements that develop with the first frosty weather. Fall gas heaters are in and beginning to move. With a little more assurance of sufficient gas, this line will take a prominent place in the month's turnover. Furnace jobs and repairs are keeping most of the tinsmithing departments quite busy. Enquiry among the plumbing and heating trade shows similar conditions. Large work is scarce, but the small jobs needed to keep plants efficient and up to the mark are quite plentiful. One old established firm volunteered the information that it was the first time in two years they had too much to do.

Paint Lines Active

Paint departments are showing up well as compared to other departments. The small paint sundries particularly have been more than usually active. It is noticeable that the paint department in most retail stores occupies more space and in a more prominent position than was usually the case a few years ago. It would appear that the retailer had sensed the fact that every one who walked into the store needed paint whether he knew it or not, and the department's function was to make the abstract need a conscious one. Attractive paint departments are performing this function and account for this department being good for an all year business rather than a distinctly seasonable one.

Threshing is now general and reports available indicate the yield to be of good grade and rather above expectations. Estimates up to date are based on conditions as they were a month ago and could not take into account the producing value of a month of crop weather such as prevailed here during August. Sufficient farm help has been available throughout this district. The question of unemployment is not a present issue and should at the worst only develop in mid-winter.

Jobbers and retailers report activities pretty much confined to seasonable requirements with lines described as general showing up as fair to slow. Volume is better than in June and July but vigorous effort seems necessary to turn a prospect into a sale.

Market Developments

Price changes this week affect some of the heavier staple lines, and are mostly upward. After a steady market over some months barbed wire advanced to a level 20 cents higher on Lyman and Glidden, and 25 cents higher on Baker. While the season for the heavy movement on this line is over, there still will be steady distribution in small quantities for fencing of stacks and necessary repairs. Stocks in retailers' hands have been kept low and the demand for ton lots and less should pretty well clear up present jobbers stocks. New prices at head of lakes on Lyman 3.65, Glidden 3.50, Baker 3.45. New prices at Calgary, Edmonton and Lethbridge on Lyman 4.90, Glidden 4.65, Baker 4.60.

New prices have been issued on axes representing a decidedly sharp advance. Handled axes and axes less handles are 2.50 advance over recent levels. Boys' axes and hunters' axes 1.50 higher.

Demand is spasmodic and averages rather under normal. Indications however point to a reasonable activity in the lumber camps of Eastern British Columbia which if realized will make this line more active.

Big Ben and Baby Ben clocks are down to 3.12 for small quantities from 3.43. One dozen lots at present are 3.03 and two dozen lots 2.94. Big Ben and Baby Ben Luminous are 4.09 for small quantities, 3.96 for one dozen lots and 3.84 for two dozen lots.

After two weeks on an even level, linseed oil advanced five cents a gallon. New prices at Calgary, Edmonton and Lethbridge are 1.19 for raw and 1.22 for boiled. Movement on this line is very evenly spread over to cover current requirements.

Sheet metal manufacturers and jobbers received telegraphic advice of a general advance on galvanized ware. Galvanized pails, tubs, and garbage cans advance from plus 2½ on list to plus 10 on list. Balance of galvanized ware from plus 2 to plus 7½ on list. Galvanized oil tanks to plus 45 on list.

Hamilton, Ont.

Mild Weather Brings More Attention to Heaters and Stove Accessories

HAMILTON, Ont., September 14.—Hardware buying continues in fair volume. While orders for some seasonal merchandise are being booked the demand is largely for staple products. Deliveries by manufacturers continue fairly good, except on steel mill products.

Local retailers generally report a fair volume of sales for this time of the year. Preserving kettles, fruit cans and other goods used in the canning season are moving well and the demand for automobile tires and accessories continues heavy.

The market generally is firm and the price tendency shows an upward trend and this is expected to be further affected by the upward movement of wages in the steel and other industries and the advancing price of steel, pig iron and raw materials and increased costs of manufacturing due to the high price of fuel.

Current hardware business in wholesale circles continues seasonably good, steadily increasing as various fall lines commence to move. Marked attention is being paid to electric and oil heaters, while stoves and stove accessories are numbered among items recording activity. Reports covering general conditions show improvement and the impetus to current trade of crops safely harvested is expected to bring a revival of business which is already apparent in some quarters. Wholesalers state that buying is on a somewhat broader scale, although quantities are limited. Binder twine is in heavy demand, orders exceeding expectations.

Both hard and soft coal fields are now pretty well opened up, but the problem of adequate fuel supplies seems to hinge on transportation facilities. Under existing conditions, no matter how much may be produced at the mines, the ability of the railroads to handle it faster than the consuming demand is pointed out as the keynote to the situation.

In spite of the slightly improved coal situation brought about by the agreement in coal areas, iron and steel production in primary centres is still seriously handicapped by lack of fuel. It is growing more apparent that even under the best conditions, mill operations cannot be restored to a satisfactory rate before the end of the year.

Difficulties of supply are manifesting themselves more widely, and conditions that made for scarcity in sheets, are now manifesting themselves in other sections. Pig iron, naturally the basic factor, serves to illustrate more strikingly the problems of the situation. Domestic producers are not in a position to deal with the situation and quotations are largely nominal.

To date this year thirteen new industries have located in Hamilton and prospects are stated to be even brighter for the future. Last year Hamilton saw the establishment of twenty-four additional plants within its confines.

Vancouver, B. C.

Ready for Active Fall Campaign In Vancouver Hardware Circles

VANCOUVER, B. C., September 14.—With the holiday season over, retail hardware dealers on the coast are making preparations for an active fall campaign and to that end are paying a little more attention to attractive window displays of seasonable lines and in a small way have started their advertising campaigns. Good business is coming forward, although heating appliances continue to be in most demand. There are indications that many merchants are improving their stocks, carrying more widely diversified lines than for a considerable period. This would give the impression that the outlook for future trade is favorably regarded and that collections are showing a steady improvement.

The trend of prices is firm, advances of from five to twelve per cent. being not infrequent. The trade is experiencing some difficulty in deliveries due to the coal and railroad strike on the American side. American manufacturers have notified jobbers that they have been badly handicapped at the factory. There have been instances where premiums have been paid to force orders through on goods needed for work in hand at various points on the Coast.

Travellers reporting to their principals here state that in the Okanagan, selling has become more or less of an art during the last two or three weeks, merchants showing a disinclination to buy. This is said to be due to the naming of opening prices on apples which are lower than last year, occasioned by the reported big crops throughout the North American continent. In the Kootenay and Boundary a decided improvement is noted following the marked activity in mining operations both in the large and small plants. A few days ago one little property manned by five owners shipped two cars of ore to the Trail smelter which netted them $15,000. Other equally good reports are reaching the Coast, all of which is having a favorable effect on the hardware trade.

For the first time in weeks an improved condition is reported along the Grand Trunk Pacific, while orders from the Cariboo are holding there own. Logging camp operators are making up for lost time when forest fires were rampant and all country districts are keeping up their demand for stoves, furnaces and repair parts.

Shooting Season Near

Retailers report an active enquiry for ammunition and shooting appliances in anticipation of the pheasant and grouse seasons which are about to open. Jobbers are well stocked at present. With this exception, other lines of sporting goods are quieting down. Rather a surprise was the announcement that stove pipe joints would be reduced fifteen per cent., for it is at this season, as everywhere, that parts are more in demand. Five-inch joints are now twelve cents a joint and the sevens are one cent higher. Screen doors have fallen off in demand and dealers have offered special inducements to clean up rather than hold over the winter.

In the list of changes, machine and carriage bolts are ten per cent. up. Coach screws are up a similar amount. With the rise of ten per cent. in rivets and burrs there is a new discount of thirty-five per cent. on the list. There is no change in copper rivets. Bull Dog mop wringers are lower at $3.60 and $4.50 for the 158 and 160 respectively.

The new base price on cut nails is $6.50 per hundred which represents a jump of fifty cents. Wire nails are firm at $6.50 f.o.b. Vancouver under a strong demand.

A twenty-five-cent advance is announced on square and hexagon nuts, and stove bolts are ten cents up on the recent list price.

Pittsburg, U. S. A.

Blast Furnaces Resume Operations With Improvement in Coal Supply

PITTSBURG, September 14,—The low point in pig iron and steel production was reached just at the end of August, since when there has been an upward swing. At the low point, pig iron production was at the rate of about 20,000,000 tons a year or say 45 per cent. of capacity, and steel ingot production at about 26,000,000 tons a year, or say 50 per cent. of capacity. Production declined continuously during July and August. Average rates of production during August were about 21,500,000 tons a year in pig iron and 30,000,000 tons a year in steel ingots.

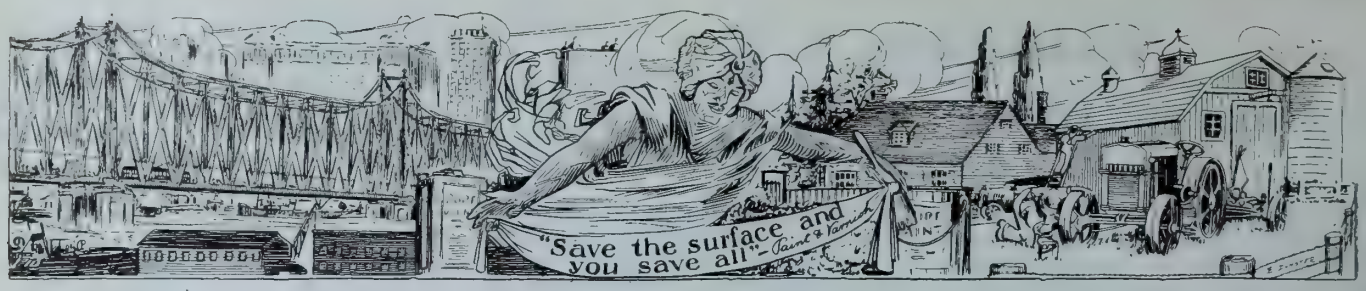
All told, about a dozen steel works blast furnaces have resumed operations since the end of August, in the Pittsburgh district, the valleys and the Chicago district. These resumptions were almost wholly at plants having by-product coke ovens, to which coal began to move rather promptly after the signing of wage scales with the United Mine Workers by various operators. There has been little if any resumption of blast furnaces tributary to the Connellsville coke region. The strike in the region did not end with the posting of the high wage scale by various operators on August 22 and 23, the men holding out for actual union recognition. Production of coal and coke in the region has increased slightly, by men drifting back to work and by men being brought into the region, just as was the case before the advance of between 40 and 50 per cent. in wages. Now, however, the strike, although apparently formidable, can hardly be considered a commercial factor, since careful study indicates that the limit of transportation from the region has been reached and if there were labor to produce more coal the additional tonnage could not be moved.

A fair guess probably is that while the production of steel was at about 50 per cent. of capacity at the end of August it is now, or will be within a few days, at 55 per cent. It would be quite unsafe, however, to conclude that a rate of improvement has been established. Coal production has been increasing rapidly, but on all hands it has been predicted that railroad congestion would develop and would severely limit coal shipments for months. Coal production, once it reaches a certain rate, may not stay there but may decline, the particular point being that there may have been many idle coal cars near mines and it is no trick to load them the first time while it may be difficult to get them to destination and back again for a second loading. The trade's view, therefore, is that nothing should be taken for granted as to increasing coal production or, in turn, increasing pig iron and steel production. While no precise predictions are made, it is commonly considered quite unlikely that, at any time in the remainder of the year, the steel industry will operate at the best rate previously attained this year, between 70 and 75 per cent. of capacity, late in June.

Pig Iron Not Helped.—A feature of the increased pig iron production seen thus far is that it is practically confined to the steel interests, those that have by-product ovens. The great majority of merchant furnaces in the north depend either upon Connellsville coke or upon surplus coke offered from by-product ovens, and there is practically no improvement in coke supplies from these sources.

Offerings of pig iron are very limited indeed. They are of iron now in stock or certain soon to be made. There is no disposition to negotiate for pig iron to be made by furnaces now idle, when they may chance to resume.

Steel Market Strong.—On the whole, finished steel products have been distinctly inactive in the open market in the past week. No particular significance is attached to the fact that there was little incentive to trading. All mills appear reluctant to sell.



Make Patron Debtor Through Service

Selling of Paint by Job is Effective—Paint Salesmen Do Not Quote Price Per Gallon Till They Know What is to be Done—Sometimes Takes Better Salesman to Turn Down Paint Order Than to Get One—What Paint Service Amounts to

MUCH has been said as to the attitude which retail salesmen should take in connection with the sale of paint, what they should know of its technical qualities, method of application, etc. This is very necessary, but some salesmen have asked what tack we would suggest for handling paint customers in this manner and what information should be given. The best answers to these points are dealt with in an article from A. F. Burdoin, manager of the U. S. Northwestern District for Lowe Bros. Co., as follows:

How many kinds of paint are there? Can anybody tell me?

Three! What are they? Linseed oil paints, varnish paints and water paints.

In comes a linseed oil paint customer first crack out of the box.

"What's your best paint worth per gallon?" he asks.

"What have you to paint?" we reply.

"My house," he says.

"How big is your house?"

"Forty by 26 ft. to the cornice, 3 bagles ½ pitch and a porch 8 ft. wide across the front, a back porch 4 by 8 with a roof over it."

"You have 4,000 sq. ft. to paint. How long since your house was painted?"

"Three years."

"What paint did you use last time?"

"Lead and oil."

"What condition is your house in now?"

"Pretty dry and dead—needs painting."

"You will need, Mr. Olson, about 13 gallons of paint, three gallons raw linseed oil and three quarts of turpentine. This material, Mr. Olsen, would cost you about $52 to $55."

"Is that all? Why, I thought paint was high. I paid more than that for lead and oil when I painted the last time."

"Very true, Mr. Olson, our paint is very reasonable in price. It spreads over a great deal of surface. You don't need to buy as much of it to paint your house. Have you a choice of colors, Mr. Olson?"

"Well, I hardly know what color to paint it."

"What colors are the houses on either side of yours, Mr. Olson?"

"Well, one is a monstrosity in dark red, a house as big as mine, too; the other is a bright cream color with white trimmings; looks like a huge cream cheese."

Suggests Color Combination

"How would you like a deep fawn or light russet color for body with an ivory trim and a neat black sash, Mr. Olson? (show combination card.) You would be safe as to colors on either side of you."

"That looks good to me, Mr. Dealer, but my wife wants a gray with a white trim. For some reason she always wants gray; we painted a light gray before, but she wants a little darker gray this time."

"Gray is always good, Mr. Olson, and goes with almost anything. Here is a rich pearl gray, with white trim and a neat black sash."

"Fine, I like it."

"Very well, will there be someone at home if we send the paint up this afternoon?"

"Yes."

"Very well, we will deliver it to-day, and, by the way, Mr. Olson, we will send up enough so your painter will not need to waste time coming to the store for an extra quart to finish up. We will put in a couple half-gallon cans of the body color and a couple half-gallons of the white so if you do not need to open a full gallon to finish up you can open a half-gallon and you may return to us any unopened package. By the way, Mr. Olson, who have you engaged to paint your house?"

Order Is Entered

"Oscar Pederson—he painted it before."

"A very good painter, too, I believe. Thank you, Mr. Olson. Good day. Come in again."

The order is entered thus: Deliver to Mr. Ole Olson, No. 17 Paint Up Ave.

1 5-gal. house paint, pearl gray, at $3.60 per gal.
4 1-gal. house paint, pearl gray, at $3.65 per gal.
2 ½-gal. house paint, pearl gray, at $3.90 per gal.
2 1-gal house paint, outside white, at $4.05 per gal.
2 ½-gal. house paint, outside white, at $4.30 per gal.
3 1-gal. raw linseed oil, at $1.13 per gal.
¾-gal. turpentine, at $1.23 per gal.

You have observed, gentlemen, that Mr. Olson bought his paint without getting the price per gallon. He bought it by the job and was satisfied with the estimate of the total cost. We purposely figured one and a half gallons too much on the job so that Mr. Olson would have some to bring back for credit, which he did a few weeks later, and was happy because his job took less paint than he thought it would. And, believe me, gentlemen, when Mr. and Mrs. Olson get ready to redecorate the inside of their home, paint their walls, varnish their floors, enamel the bathroom or fix up the furniture or paint the auto they are coming to our store to get the paint.

Now, gentlemen, that is the way the big, up-to-the-minute paint stores of the country are selling paint. Store salesmen are positively instructed not to quote price per gallon until they have found out what's doing, and if the job is of some size, to use the above method to get the order.

(Continued on page 60.)

GLIDDEN

PAINTS — VARNISHES — STAINS — ENAMELS

Offers You This—And More

A Plan of Concentration That Insures Quick Turnover and Full-line Profits

1. How successful are you? How often do you turn *your* money? How much dead stock is tying up capital that ought to be free to discount bills, and to finance larger purchases of fast-moving items? With that thought of *better retail paint merchandising* in mind, Glidden now offers you the opportunity to put it into practice—a plan of concentration on fast-moving paint products, a small investment and rapid turn-over. A safe and sure way to better profits.

Two Assortments That Tie up Little Money, but Permit Big Business

2. Suppose you were to choose those products that represent 95 per cent. of your paint demand. You could pick them readily—all staple items, and you'd be careful to choose the popular shades. Your list would exclude all shelf-warmers. Glidden is ready with such fast-selling assortments, representing a small investment which will enable you to accomplish this result. It's a proposition you must consider for your own welfare.

A Plan of Sales Co-operation Unequalled for Individuality

3. Let's suppose you accept the Glidden Short-line Assortment Idea, and arrange to go after paint profits in earnest. What then?

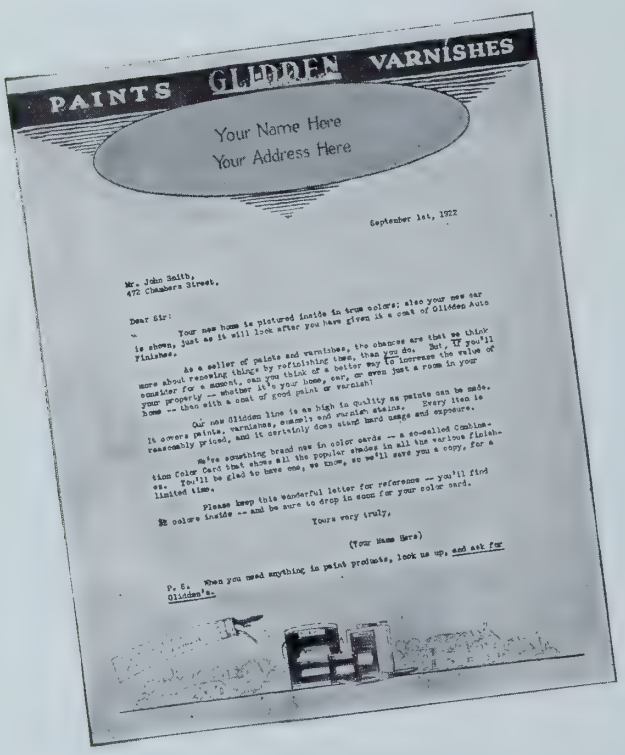
We help you sell your Glidden goods. A wonderful letter is furnished you with your name printed at the top, all ready for mailing. Each letter sells the assortment you have bought; each sale means a steady customer. An individual newspaper campaign comes next, all prepared to help you show a big year's profits.

Glidden Advertising for window, counter, and local newspaper advertising purposes is high-grade in every respect—a real asset for the Glidden Dealer.

GLIDDEN

PAINTS — VARNISHES — STAINS — ENAMELS

A 32-Color Letter Illustrating 32 Uses of Paints and Varnishes


PAINTS GLIDDEN VARNISHES

Your Name Here
Your Address Here

September 1st, 1922

Mr. John Smith,
472 Chambers Street,

Dear Sir:

Your new home is pictured inside in true colors; also your new car as shown, just as it will look after you have given it a coat of Glidden Auto Finishes.

As a seller of paints and varnishes, the chances are that we think more about renewing things by refinishing them, than you do. But if you'll consider for a moment, can you think of a better way to increase the value of your property -- whether it's your home, car, or even just a room in your home -- than with a coat of good paint or varnish?

Our new Glidden line is as high in quality as paints can be made. It covers paints, varnishes, enamels and stains. Every item is reasonably priced, and it certainly does stand hard usage and exposure.

We've something brand new in color cards -- a so-called Combination Color Card that shows all the popular shades in all the various finishes. You'll be glad to have one, we know, so we'll save you a copy, for a limited time.

Please keep this wonderful letter for reference -- you'll find 32 colors inside -- and be sure to drop in soon for your color card.

Yours very truly,

(Your Name Here)

P. S. When you need anything in paint products, look us up, and ask for Glidden's.

This business-building letter is the first of its kind ever developed. Glidden Dealers will find it practical and valuable.

It's a sure seller; four pages, with a sales-getting message on the first page. With *your* name printed at the top, and *your* signature at the bottom, postmarked from *your* town, it's a letter from *you* to customers who know you. It is *sure* to get attention.

The two inside pages are real order-getters. Glidden Endurance Paint, Jap-a-lac, Inside Floor, Porch and Deck, Ripolin Enamel, Flat Wall Finish, Floorette, Wearette and Barn Paint, are illustrated in popular colors printed on appropriate surfaces. Down at the bottom eight motor cars vividly portray the eight famous Glidden Auto Finishes.

Each item a fast-seller, no "dead-wood", every shade carefully selected.

GLIDDEN

PAINTS — VARNISHES — STAINS — ENAMELS

FREE—Store Displays of Quality Unusual Newspaper Electrotypes

The attractiveness and business-pulling qualities of Glidden display features as illustrated on the first page of this advertisement, are rivaled only by the individuality of the newspaper electros, also furnished free. Preceding the appearance of the attractive "G" series of ads, should come the big announcement advertisement which definitely links your store with Glidden.

The displays are colorful and are designed for windows or counters. Of particular importance is the specially prepared combination color card, which covers the *whole assortment.* This is a brand new idea, avoids confusion, but best of all, once in the home, it silently sells the whole Glidden Quality idea. *And that means more business for you.*

This color-card covers the complete Glidden short-line assortment of fast-selling items. It will prove to be a valuable sales-getter, for once in the home, it helps sell the whole line.

FOR CONFIDENTIAL INFORMATION
About Assortments, Discounts and Profits

MAIL THE COUPON

There is no denying the value of this proposition. Glidden has in prospect plans that must react *first to the benefit of the Glidden Dealer* before anyone else can prosper. Your slogan can appropriately be, "Make Money With Glidden."

The coupon will bring you in direct touch with this great organization. It may mean the beginning of a bigger prosperity for you. It will surely open your eyes to the most unusual offer a paint manufacturer has ever made a dealer. Sign your name and address below and mail the coupon to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg

THE GLIDDEN COMPANY, Limited
Toronto, Ontario, Canada

Send me confidential information about your special assortment offer. I am interested in increasing my turnover and profits.

NAME .....

ADDRESS .....

SERVICE

CONFIDENCE

FAIR DEALING

The Paint on a Pedestal

NATIONALLY known and famous for its quality. Backed by an **intensive** and extraordinary Sales Service.

It will bear the searchlight of investigation and comparison.

Lowe Brothers PAINTS AND VARNISHES
SAVE THE SURFACE AND YOU SAVE ALL. MADE IN CANADA

If interested tear out this page and place with letters to be answered

TURNOVER—WHAT IT IS, WHAT IT DOES

(Continued from page 34)

therefore, earn the margin of profit 52 times.

A dealer might earn satisfactory profits on a five per cent. margin of profit on an article, if he sold it often enough; and he might easily lose money on an article offered at a 100 per cent. profit margin, if he carried a large stock and rarely made a sale.

2. It is necessary to know what the annual turnover is, in order to know just what margins to add to the cost price of the different commodities handled. And the average net profit desired can be best determined in this way. The business man or merchant, must know, and not guess, how many times he sells out completely the value of his stock in trade in a given period, and relate that number to the percentages of gross profits on each line handled in order to gain the general average of net profit desired. For example, if a stock of goods turns five times a year, and, assuming that each article in the stock turns with equal rapidity and with its proper percentage of total expenses added to its cost price, a net profit of 5 per cent. could be earned by setting the selling price only a little over 1 per cent. above the cost price.

If the annual cost of doing business is 25 per cent. of the total sales, the margin of gross profit, or the mark-up on the cost of individual articles, must be sufficient for all articles sold to average 25 per cent. on their cost. Obviously, this does not mean that each commodity must bear a 25 per cent. margin or spread. The vital question for the business man is always how much profit the dollar invested can be made to earn in selling the article.

3. In these days of public outcry against current prices a rapid turnover is an advantageous way to meet the high cost of operating a business. When costs rise with selling prices fixed, or when selling prices fall with costs remaining the same, dealers must buy and sell on narrower margins of profit. Under such conditions the margin of gross profit is reduced, yet small profits on a larger number of units, totaled for a year, may equal or exceed, the net gain derived from stock carrying greater gross profits but turning less rapidly.

4. Dividing or scattering the costs of doing business over many turns enables the merchant and business man to meet competition, whether of new or of old firms.

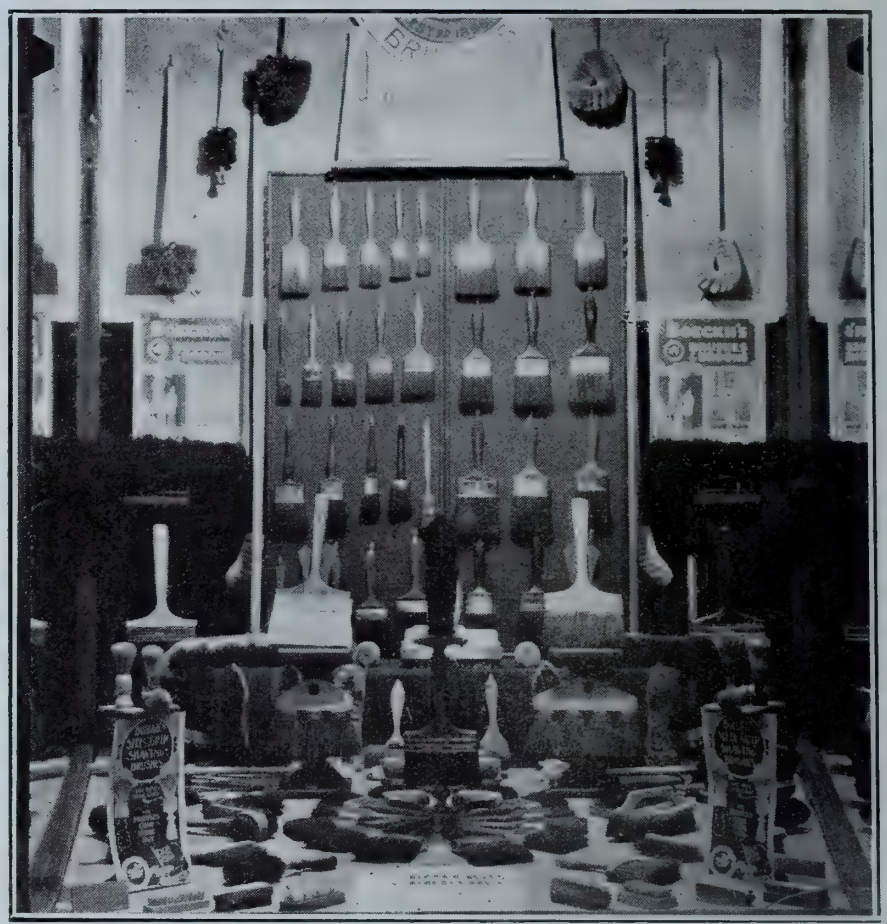
The experience of two Indiana stores may be cited: "Rapid turnovers, for example, are to-day securing the trade of a new five-story department store in a small Indiana city for a less pretentious shop diagonally across the street. Its quick returns allow the smaller store to make money on margins so narrow that it repeatedly cuts under the prices set by the big rival's slow turnovers."

5. Rapid movement and replacement of stocks eliminate shelf-worn and out-of-date goods. Clean and up-to-date lines tend to make a favorable impression upon prospective customers. The proprietor of the business might also be expected to take a keener interest in offering and advertising a clean stock of recently-produced goods.

6. Manufacturers and merchants with relatively high turnovers as compared with their competitors derive the benefit of better relations with creditors. They are also in a better position to take advantage of all discounts and to make their purchases more deliberately and independently than they otherwise would be.

Some further points dealt with in this bulletin with regard to methods of calculating turnover and increasing it will be dealt with in the next issue.

The Brush Department



An attractive brush display in a narrow window by R. Robertson, of the Manitoba Hardware Co., Vancouver, B. C. A panel from the brush department has been placed in the window showing brushes suspended on small hooks to allow samples being sold and not kept until they become shopworn. A wide range of other types of brushes are arranged on the floor of the display.

GLASS FACTORY TO INCREASE OUTPUT

The Canadian Libbey-Owens Sheet Glass Company, Ltd., is making arrangements to increase the capacity of its Hamilton plant with a view to doubling the volume of its output. This company is one of the newer industries established in the province, having been incorporated as recently as October, 1920. When manufacturing was commenced exactly a year later, it was expected that the output from two machines would be sufficient to take care of the Canadian trade. But in the short space of little more than eleven months the company reports having found itself in the position of being unable to take care of all the business offering. Hence the desire of the management to add to its facilities.

Boeckh's Brush News

Are YOU "Cashing In" On This?

Are YOU "cashing in" on Boeckh's Floor Brooms?

In these days of hardwood floors and small rugs, the housewife **must** have a reliable soft brush, floor broom. And Boeckh's is the ideal one. It is built to give absolute satisfaction. It measures up to Boeckh's standard of high quality in every way, and is backed by the Boeckh guarantee. It is made from bristles of that fine, soft variety that pick up the dust, yet do not scratch the most highly polished floor. It is strongly built, has pointed ends that get the dust out of the corners, is equipped with removable handle—and, in addition, **has rubber protectors on each end.** Note the illustration.

And these rubber protectors are certainly furniture and wall savers, besides protecting the block from unnecessary wear. Every housewife will recognize their value and will realize the need for one of Boeckh's Floor Brooms—with the rubber protectors.

Are you telling your customers about them? Are you making your window and store displays sell them for you? They are popular brooms, and it will be worth your while to speed up their sale.

If your present stock is low, write us at once for a new supply.

The Boeckh Company Ltd.—Toronto, Canada

Makers of Everything Good in Brushes since 1856

DISTRIBUTORS :

Montreal:
The H. E. Smith Sales Company,
130 Craig Street West

Winnipeg:
J. B. Buckham, Esq.,
664 Broadway

Vancouver and Victoria:
The T. S. Griffiths Company,
1080 Hamilton Street, Vancouver, B.C.

If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, Sept. 14.—Turpentine prices are advanced five cents per gallon in most quarters on the local market this week, although certain firms are still quoting former levels. There is a slightly firmer tone in this product on Southern markets, and with an increased demand during the fall months, a steadier market is anticipated by local importers. There is now only a slight variation in quotations among local linseed oil distributors owing to a reduction in prices being given by firms who were formerly quoting higher figures. The tone of the flax-seed market was easier in the fore part of the week, but in the past few days a slightly stronger tendency has been in evidence. The probable trend of linseed oil prices is still considered very problematic, although lower prices are hardly expected until the new crop makes its appearance at least. Window glass prices are unchanged with an easier tone again noted on the imported product. The Belgian franc is still dropping in value, causing a further unsettled feeling on the local market. White lead in oil and putty sales are improving with the approach of the more active fall season. Quotations on the former product are unchanged, while putty is now selling at recently revised price levels.

LESS VARIATION IN LINSEED OIL PRICES

Montreal.

Local quotations on linseed oil are unchanged in most quarters, although certain firms who were quoting $1.06 per gallon for raw oil in one barrel lots have reduced their quotations to $1.00, thus there is only a slight variation in quotations among local distributors. The flax-seed market continued on its easier trend during the earlier part of the week, but in the past few days it is reported as somewhat improved, with market levels quite steady. Deliveries of cash seed are small, and apart from only limited supplies of this seed being available, reports from the North-West indicate that the shortage of cars is now playing an important part in the market. This difficulty in transportation is also expected by some to affect the new crop in later weeks. Unless an improvement in the rail situation is in sight by the time the new crop is ready for marketing there is said to be a possibility of a shortage for the more active period in the fall months.

Information now available regarding English oil is now a little more definite. The imported product is being offered on the local market about two cents below domestic market prices, but up to the present little or none of this oil has been purchased. Prevailing quotations are as follows:

LINSEED OIL—

	Raw		Boiled	
1 to 2 bbl. lots, per gal.	0 98	1 00	1 00	1 02
5 to 8 bbl. lots, per gal.	0 96	0 98	0 98	1 00

Less quantities, add ten cents per gallon.

HIGHER TURPENTINE PRICES IN MOST QUARTERS

Montreal.

There is an improved tone in the turpentine market and local quotations are increased in most quarters five cents per gallon, bringing the price level most generally quoted to $1.65 per gallon in one barrel lots. The price of $1.70 is still quoted by some firms. Following the fluctuations in Southern markets during the past week or so, the market tone is now reported as slightly firmer. Demand is improved, and delayed shipments from primary markets have resulted in spot stocks being depleted. Dealers in the South anticipate a steady market throughout the following months, when a heavier demand is usually in evidence. Local prices are the following:

TURPENTINE—		
1 barrel lots	1 65	1 70
2 to 4 barrel lots, per gal.	1 63	1 68
Broken lots	1 75	1 80

BETTER DEMAND FOR WHITE LEAD IN OIL

Montreal.

Trade in white lead in oil is improving, shipments now commencing for fall trade. With a good amount of painting in the following months white lead is expected to be one of the active products in paint circles. The undertone on the market is described as steady to firm at following quotations: $12.25 in five ton lots, $13.00 in one ton lots, and $13.35 in less quantities.

STILL UNSETTLED FEELING IN WINDOW GLASS MARKET

Montreal.

With a slightly improved demand for window glass, quotations on the local market are unchanged. There is however an easier tone in imported glass, owing to the lower exchange value of the Belgian franc. This has been on a falling market until it is now at the lowest point reached for some time with the exception of one instance when it dropped below this mark, but soon recovered. Importers describe the market as not at all satisfactory, and although it is thought that recent reduced prices would establish a steadier situation, there is again an unsettled feeling among the trade.

Toronto

TORONTO, September 14.—The third decline in linseed oil prices during as many weeks, offers the premier development on the current paint market. The extent of the latest reduction is three cents per gallon, thus bringing average prices around the dollar mark in most cases. The range is still evident between quotations named by different distributors. There is no great demand for oil at present, and the flax seed markets continue on an easier trend, with the arrival of the new crop.

Turpentine quotations remain unchanged locally this week, but a firmer tendency is again apparent due to the combination of transportation difficulties and higher price levels at southern producing centres. An increased volume of inquiry at Savannah resulted in higher prices, while local stocks are reported low and with the arrival of new shipments at possible higher figures, no easing of existing levels is looked for in certain quarters.

There is a better demand now apparent for white lead in oil. An early movement of paint products is recorded, thus indicating the commencement of seasonal fall activity.

Window glass on the local market is moving quite freely, and trade in this line is generally reported as up to expectations for this time of the year. It is noted that further weakness has developed in the Belgian franc, thus again slightly easing the market on imported glass.

Shellac is described as in a market slump, but this is not expected to last long in view of the improvement generally apparent with increased activity throughout the paint trade. The foreign markets are already showing a recovery and some advancing prices and the opinion is expressed that these conditions will be reflected on domestic shellac.

ANOTHER DECLINE IN LINSEED OIL PRICES

Toronto.

A three-cent decline is announced this week on linseed oil. The current changes bring prices around the dollar mark generally, and in some cases below that figure. This constitutes the third down-

(Continued on page 60)

ANOTHER fine campaign this Fall — just as strong as it was last Spring! Pratt & Lambert advertising, like Pratt & Lambert products, constantly sets the pace for quality business wherever any surface-saving material is sold. If you would give the highest kind of surface-saving service — and cash in on this unusual advertising campaign in MacLean's, Saturday Evening Post, Good Housekeeping, American and House Beautiful — write for the introductory proposition on Pratt & Lambert Varnish Products.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT VARNISH PRODUCTS

If interested tear out this page and place with letters to be answered

TORONTO MARKETS

(Continued from page 58)

ward revision in prices during as many weeks, and indicates the ebb of the flax seed markets. Seed prices have continued on an easier trend, with fluctuations every few days. This is having its consequent effect on linseed oil quotations. The present decline is considered only temporary in some quarters, being usually in evidence at this time of the year when the new crop of flax seed is appearing on the market, combined with the current slack demand for oil. That linoleum and paint manufacturers are following prevailing trends closely is one of the viewpoints expressed, and should large buyers enter the market on an active basis, a recovery in the near future may result. Current average figures on linseed oil follow:

LINSEED OIL—	Raw		Boiled	
	Per Gallon		Per Gallon	
1 to 2 barrels	0 95	1 02	0 97	1 05
3 to 4 barrels	0 94	1 01	0 96	1 04
6 to 9 barrels	0 92	0 99	0 94	1 02

Less barrels, 15 cents per gallon.

BETTER MOVEMENT IN WHITE LEAD IN OIL

Toronto.

The current movement of white lead in oil is generally reported to be increasing and distributors state that sales are on a satisfactory basis. With renewed activity in paint circles during the ensuing weeks, brisk activity in white lead is generally looked for. Current quotations are unchanged at the following levels:

WHITE LEAD IN OIL—	
In 5-ton lots	12 70
In 1-ton lots	13 45
Less quantities	13 80

TURPENTINE PRICES ON FIRM UNDERTONE

Toronto.

Turpentine prices continue firm and unchanged on the local market, the principal factor being the condition of local stocks. It is pointed out that there is very little turpentine on hand, and the supply situation would undoubtedly be acute if the demand for this product was at all active. Current trading, however, is quiet, and there is no big activity. Distributors are doing business on a hand to mouth basis, and turpentine is only being sold in very moderate quantities, owing to the fact that deliveries from southern producing fields are still bad because of the lack of improvement in transportation strike conditions.

At southern primary centres, the prevailing prices have again recovered their former levels, and thereby sustain domestic quotations to some extent. The recent reaction came sooner than was expected, due to the conditions outlined above. A renewal of inquiries for foreign export trade has improved the Savannah market, while the railroad strike has restricted distribution and resulted in maintaining firm prices on available supplies. A slight range is still evident among local distributors, but it is said that little turpentine is available at the lowest figure.

TURPENTINE—		
1 barrel lots	$1 75	$1 85
2 to 4 barrel lots	1 74	1 84
5 gallon lots	1 90	2 00

Less than one barrel lots, 15 cents per gallon extra.

Turpentine steel drums galvanized. 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

FARMER AS AUTO ACCESORY PROSPECT

(Continued from page 35)

Probably another $100,000,000 has been invested in private garages, bringing the owner investment up to $400,000,000, and the entire automotive investment of the country, manufacturer, dealer and owner to a total of over $600,000,000.

Figures quoted on the production of automobiles in Canada indicate that approximately half a million automobiles had been turned out of Canadian factories during the past six years. In the following table is given the annual production from 1917 to 1921. While 1922 figures are not yet available it is quite possible that the year's production will bring the total up to over half a million. The figures follow:

1917	93,810
1918	82,408
1919	78,462
1920	97,868
1921	65,355
Total (five years)	417,903

These figures represent a wholesale value of approximately $500,000,000.

MAKE PATRON DEBTOR THROUGH SERVICE

(Continued from page 50)

I know of one retail paint store in a city of 150,000 population, whose sales in 1920 were approximately $500,000, which follows that method. I know of another retail paint store in a city of over 1,000,000 population, whose business runs several hundred thousand per year, and whose competition is of every kind imaginable in a big city, from the cut-throat variety up to the decent kind, which has practised this method for years and found it successful. And I know of others.

Now, before we pass on to the next customer we are going to look up Oscar Pederson, who is going to paint Mr. Olson's house, and get acquainted with him and try to establish a basis of mutual co-operation.

Another Type

Now, in comes Mr. Green, who is an economical gentleman.

"I just want to give my house one coat to brighten it up a little," says Mr. Green. "I usually paint my house one coat about every three years. I think that is a good way to do, don't you, Mr. Dealer?"

"It is certainly better than not painting at all, Mr. Green, but we tell our customers frankly that if their houses do not need two coats of paint they do not need painting. Sooner or later, Mr. Green, your method of painting will cause you a world of trouble, and if your house does not need two coats of paint we would advise you to let it go until it does and then paint it right. Two coats of paint are needed for a job, because the first coat must be a preparation coat for the finishing coat. The old surface must be satisfied with oil—that is, by thinning your first coat with oil and turpentine—thereby satisfying and sealing the pores of the surface that the finish coat may stand out and give you the years of protection and beauty you have a right to expect from your investment.

Why One Coat Will Not Do

"If you apply but one coat you will put it on without thinning, with the result that the surface will absorb the oil—suck it in and away from the surface of the pigment—leaving the pigment without sufficient binder. The paint will soon look dry and dead and disappointing. If your method is continued, Mr. Green, your paint will sooner or later begin to scale. That is what we meant a moment ago when we said your method of painting would lead to a world of trouble for you and possibly for us were the scaling to begin shortly after you had painted with our paint. Naturally the paint last used gets the blame of all the evils that have preceded it."

To make a long story short, Mr. Green either puts two coats on his house, defers his painting for a season, or buys his paint elsewhere. We are not looking for dissatisfied customers and trouble, and possibly the loss of Mr. Green's entire trade at our store.

It sometimes takes a better salesman to turn down an order than to make a sale.

The psychology of the situation is that when Mr. Green sees that we would rather lose the sale than have him use a wrong method with an immediate profit to us that he will be convinced of our sincerity, whether he understands what we have told him or not, and we will get the business when the job is painted, either now or later, but if not let the other fellow have it and be thankful. In other words, "Make your patron your debtor, through service."

(To be continued next week)

NICKEL PLANT RESUMES

The plant of the International Nickel Co., at Copper Cliff, Ont., has re-commenced operations after having been closed down for 18 months. The company is operating at one-third of its war-time capacity. It is proposed to operate with 650 hands and an eight-hour shift has been inaugurated.

"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

Ramsay's Invincible White Enamel

"There is no doubt about Invincible White Enamel." It always lives up to its reputation as a "quality product." You can sell it in full confidence that it will prove satisfactory beyond all expectations.

Be a "RAMSAY Agent." It will add prestige to your store.

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes since 1842

Montreal Toronto Winnipeg Vancouver

Distributors :

EDMONTON DISTRICT—Revillon Wholesale, Limited, Edmonton, Alta.

CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

REGINA DISTRICT—Wood, Vallance, Limited, Regina, Sask.

NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested tear out this page and place with letters to be answered.

RAPID INDUSTRIAL PROGRESS IN CITY OF TORONTO

"TORONTO is one of the most progressive and rapidly growing cities which I have been in," was the statement heard this week from a business man attending the Canadian National Exhibition. This man has recently done much travelling throughout the United States and Canada and his remarks about Toronto, after examining the progress which is being made in improving the city, indicate how visitors to the city are struck with the development which is going on.

Definite progress is being made in Toronto in connection with harbor work, the intention being to make the port of Toronto one of the most important on the continent. This development provides miles and miles of new docking facilities and much new area is available for dock warehouses. It also provides protected channels on which many industries are locating. The construction provides for an ultimate depth of 30 feet so that vessels of greater than ordinary lake vessel draft can be accommodated. In all harbor plans steps have been taken to prepare for ocean carriers coming right to Toronto, as this city will be an important port for such vessels when the St. Lawrence Waterways plan is carried out.

Much Industrial Space

The Harbor Commission in Toronto owns and controls over 99 per cent. of the total inner and outer waterfronts, whereas most other ports are not controlled by the cities in which they are located. Accommodation is provided for over 100 ocean vessels of 5,000 tons and upward with equipment necessary to unload their cargoes in 24 hours. The Commission is reclaiming 1,200 acres for industrial purposes, creating two industrial districts which formerly were under water. Many hundreds of acres of land have been reclaimed and over thirty industries established and in operation. Buildings and plants in this district are valued at over ten million dollars, with over twelve miles of main leads and sidings constructed to facilitate movement of their products. These new industrial areas in the waterfront district provide plenty of room for expansion, and are in addition to the many other extensive industrial districts in Toronto which are well located for rail or ship transport.

Public work being undertaken in Toronto is helping to make Toronto an attractive city for both industries and from a social standpoint. Part of the harbor development work includes the recovering of land at the west end of the city on which an extensive amusement resort, bathing houses, etc., have been established. Part of this development is illustrated in this article showing the splendid facilities provided Toronto citizens for enjoyable recreation. Right along the waterfront, around the island and extending east to Woodbine avenue, a driveway is to be constructed which will be part of a driveway to extend around the whole city.

Will Extend Radials

The City Council of Toronto has just sanctioned an agreement with Provincial Hydro interests and the Harbor Commission whereby a right of way for a six-track radial is given

City Hall and Ontario Parliament Buildings

A view of the new Sunnyside Boulevard, one of Toronto's chief summer attractions.

Some of the prosperity of the citizens is seen in the large number of automobiles.

along the city's waterfront and underground connections into the heart of the city. Steps are to be taken immediately to link up the connections necessary on the present radial lines so that a through service can be given to the U. S. border. The radial lines throughout Western Ontario will also be linked up. A terminal building is to be erected in the centre of the city and this is expected to provide such facilities as will attract much more tourist travel through improved transportation. This agreement also places within the administration of the city officials various power lines necessary to bringing electricity to the city from Niagara.

Progress is also being made in the rehabilitation of the city's street railway service since it was taken over by the city officials. Many miles of new track have been laid and millions of dollars spent on rolling stock and renewal work. Tracks are being laid to the outlying districts and fast transport provided to help open up many of such districts. Under such conditions the city is bound to grow and extend.

Toronto stands out pre-eminently as one of the leading centres of industry and commerce in Britain's Overseas Dominions.

Leads Financially

Industrially Toronto leads among the other cities of the Dominion. There are 2,181 factories within the city limits, representing an investment of $259,610,000, with an annual output of $288,460,000 worth of goods.

Educationally, Toronto's position is well known, as among the foremost centres of learning on the North American continent. Statistics point to her as the leading wholesale and distributing centre, and as a financial centre it is of first importance. With 64 Anglican, 59 Methodist, 50 Presbyterian, 40 Baptist, 30 Roman Catholic, five Congregational and 50 other churches of various denominations, she is obviously well-favored in a religious sense.

Toronto Business Section From the Waterfront

This is a splendid illustration of the new bath house at the Sunnyside amusement resort.

This building, one of the finest on this continent, is a popular acquisition to Toronto's many attractions.

A Place of Meeting

The name "Toronto," is the Indian interpretation of "Place of Meeting." The site of Toronto was the termination of several Indian trails, which supplied the shortest route, and also the most convenient way between Lake Huron and Lake Ontario. It was through this road that the Six Nation Indians passed during the middle of the 17th century, through to the present County of Simcoe, and in a series of bloody conflicts almost exterminated the Huron tribe of Indians.

Fort Rouille, named after the Colonial Minister of France, then in power, was the first name given to the Queen City. This fort was established in 1759, being a French trading post, and it was burned the same year by the French, who withdrew from the town, after being conquered by the British.

Name Changed to York

Toward the close of the 18th century, Toronto was selected as the capital of the Province of Upper Canada, but the name Toronto was changed to York in honor of the Duke of York, son of King George the Third. During the war between the United States and Great Britain, forces from the United States occupied the town of York in 1813, and burned the Legislative Assembly buildings and the Archives. At the conclusion of the war the town grew by leaps and bounds.

In 1834, the population having reached 9,254, the municipality was incorporated as a city and re-named Toronto, and William Lyon Mackenzie became the first mayor. Since that time the progress of the municipality has not received a single set back, and it has doubled its population every 15 years, until recent years, when it grew even faster. In 1884 the population was 105,211; in 1905, 238,642; 1910, 341,991; 1914 470,144; 1915, 463,705; 1916, 460,526; 1917, 473,829; 1918, 489,681; 1919, 499,287; 1922, 525,000.

A Residential City

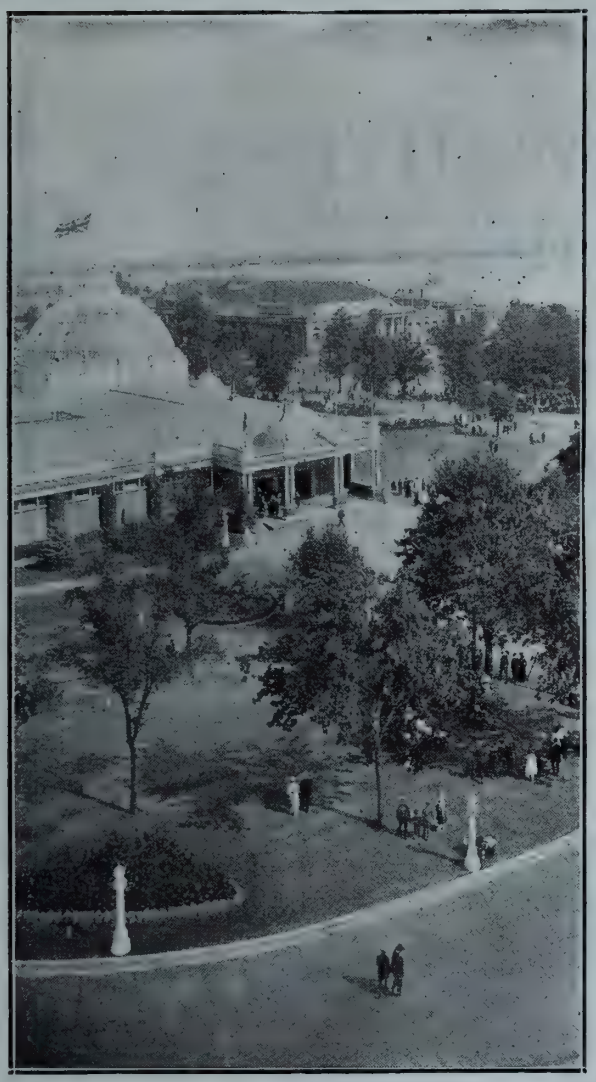
Toronto as a residential city has no peer on the continent. There is no city of equal size in the United States or Canada in which there are so many substantial and artistic homes, a striking feature being that a large percentage are owned by the occupants.

Canadian National Exhibition

The Canadian National Exhibition held in Toronto each year is fast growing in importance. It is said to be the largest annual fair held on this continent and with many new countries taking advantage of the opportunity to show their products it is evident that it may shortly become known as The Annual World's Fair. This year all records for attendance were broken, total attendance being over the million and a quarter mark which was set as a record for this year.

Crowds Entering Canadian National Exhibition

Some Views of the Exhibition



Showing a couple of the buildings of the Canadian National Exhibition, with a glimpse of the lake.

Illustrating the main entrance to the Canadian National Exhibition

Great interest was taken in the various booths, both retailers and consumers being anxious to investigate processes of manufacture. Representatives of the various firms exhibiting, including many hardware firms, told of keen interest being taken in their booths. That the management of the exhibition appreciate the value of having retailers in attendance is indicated by the fact that a special Retailers' Day is set apart on which the interests of this class are given special attention.

Manufacturers and producers generally regard this exhibition as the gateway to the Canadian market, through which they can be brought in direct and personal touch with the distributor and ultimate consumer. It is a specialized market where the whole nation concentrates itself. Brought together here is the whole range of Canadian production, and it is the one big opportunity during the year for direct contact between buyer and seller. It depicts and demonstrates Canadian activities artistic, technical, cultural, agricultural, industrial, and commercial and registers the enterprise, the energy and the development of the country. It is an arena for the display of the industrial strength of Canada and the testing ground for much that the country has to offer.

The Showcase of Canada

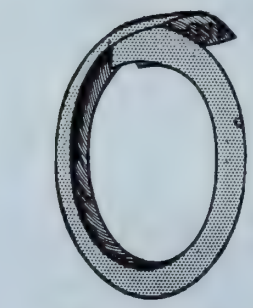
Last year 1,242,000 people passed through the turnstiles of the grounds, a record better than ever recorded by any World's Fair for the same number of consecutive days. In the crowds last year 36 states of the Union, all the Provinces of the Dominion, Australia, New Zealand, the British Isles, and several countries of Europe were represented. This Exhibition is the great Show Case of Canada, and here is mirrored Canadian advancement in every line of effort. Two new buildings were opened this year. The exhibition Coliseum is the largest and most costly single structure ever erected on a permanent Fair grounds. It cost $1,000,000, and an additional $500,000 will be spent on equipment. The building has 8½ acres under roof and one of its many features is a judging ring 300 feet long with seating capacity for 7,600 people. The other new building is the Pure Food building. A new machinery hall to cost $300,000 will be started this fall.

The situation of the exhibition grounds, along the lake front, is ideal, and constitutes one of the prettiest parks in the city of Toronto. The natural advantages of the grounds and the thousands of semi-tropical flowers and domestic plant life in bloom, their colors blending into harmonious effects, convert the Park into a vast garden. There are shady paths, restful retreats, focal points and open spaces among the majestic buildings.

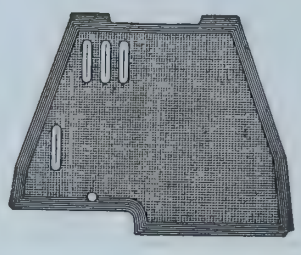
TORONTO—the buying centre of Canada

AUTOMOTIVE EQUIPMENT

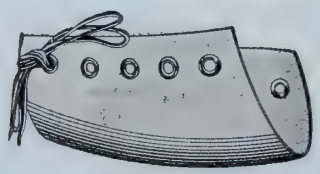
That Motorists Know and Like



Reliners—When the "blow out" is nearly due, and the "soft-spot" causes anxiety, this handy Reliner comes to favorable attention and effective use. This reflects good-will to the man who sold it. You'll find their agreeable experience with the Reliners brings you good business in other lines.



Windproof Mats (for Fords)—There are good all-the-year-'round sales for these effective Mats. In winter, they stop the cold draft; in summer, they keep out the odors, dust and heat from below. Supplied in suitable models for Ford Coupes, Sedans and Touring Cars. Fit closely over brake and clutch lever openings.



Lace-on Boots—These give promptly the effective reinforcement needed immediately when a soft spot begins to cause anxiety. They are easily slipped on and held firmly in place with the staunch leather lace through the brass grommets.

Sealtite Patches—A handy, reliable way to avoid long roadstops for punctures. Sealtite Patches are quickly and easily applied with no other tools but the hands. The tube can be used at once. Just having them in the car eliminates the anxiety that spoils many a motor trip. Customers like them.

"Quality All Through"

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada

TORONTO—the buying centre of Canada

"Save the surface and you save all" *Paint & Varnish*

You'll Discover in All of These "Quality Forever Moore"

In Muresco, in every one of our Paints and Varnishes you will find the Moore Quality—built in.

In the selection of raw materials; the grinding, the mixing, the tinting of colors; the labelling and packing of the finished product—care is taken—the keen, vigilant care of men who know the paint business from top to bottom. This knowledge and care plus adequate equipment and highest grade raw materials, produces a line of paints and varnishes that for utility, beauty, economy and long life lead their field.

Write us for the latest Dealers' Helps.

Moore Lines Include

Moore's House Paint	Morelustre Enamel
Mooramel	Sani-Flat
Floor Paint	Automobile Finish
Roof and Barn Paint	Shingle Stain
Impervo Porch and Deck Paint	

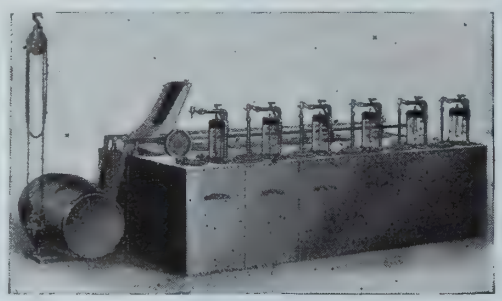
Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

TORONTO—the buying centre of Canada



Is the Sawdust Soaking Up Your Profits on Oil Sales?

With the ordinary barrel and measure "system," oil drips from the barrel faucet, oil is spilled from over-flowing measures—every drop of which is wasted.

But with Bowser tanks there is no waste of oil. You check in each amount received—it is stored in leakproof, fire-proof tanks—it is dispensed through accurate measuring pumps directly into the receptacle.

In operation, if oil is carelessly spilled it goes back into the tank through the Bowser drip pan—no sawdust is needed. Thus every drop of oil you buy is sold and pays you a profit.

The time saved by the Bowser will alone pay a handsome dividend on the investment.

And the fast, accurate, cleanly service makes every customer a friend of your business.

For specific figures as to the possible economies in your oil department ask for booklet C-16 and get the Bowser story.

Bowser Equipment is Made in Canada by

S. F. BOWSER & Co., Ltd.
Toronto - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.

Carload Oil Storage Tanks.

Power Pumps.

Dry Cleaners' Underground Naphtha Clarifying Systems.

Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

AUTOMOBILE MOULDINGS

for Running-boards and Body-work in

ALUMINIUM

are always carried in our extensive Stock.

Prompt Deliveries

The British Aluminium Company, Limited

592 King Street West
TORONTO

Eastern Agencies
SPIELMAN AGENCIES, Montreal

New Prices on

TORONTO Gendron CANADA

Bathroom Fittings and Hardware Specialties

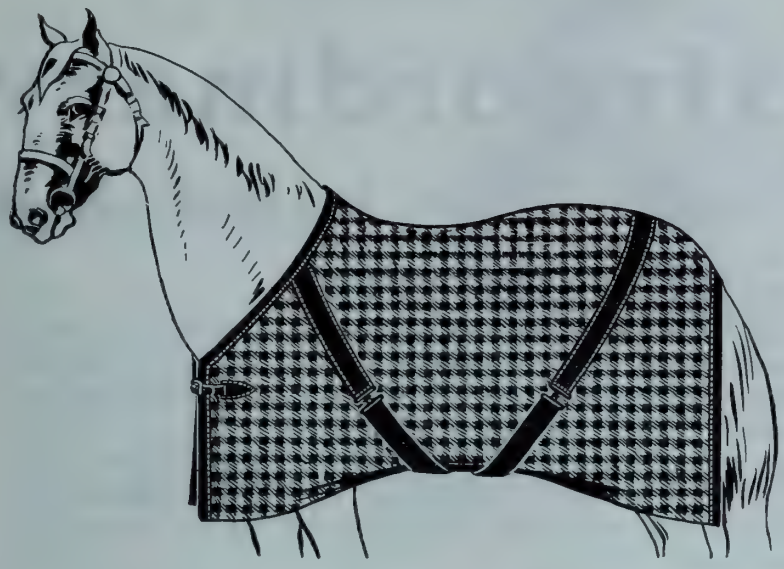
We are glad to be able to announce to the trade a general reduction in prices of our bathroom fittings and hardware specialties lines.

The Trying Times of High Prices in these lines are over!

Gendron prices are down to rock-bottom. Write to-day and get our new price lists.

The Gendron Mfg. Co., Limited
Duchess Street - Toronto

TORONTO—the buying centre of Canada

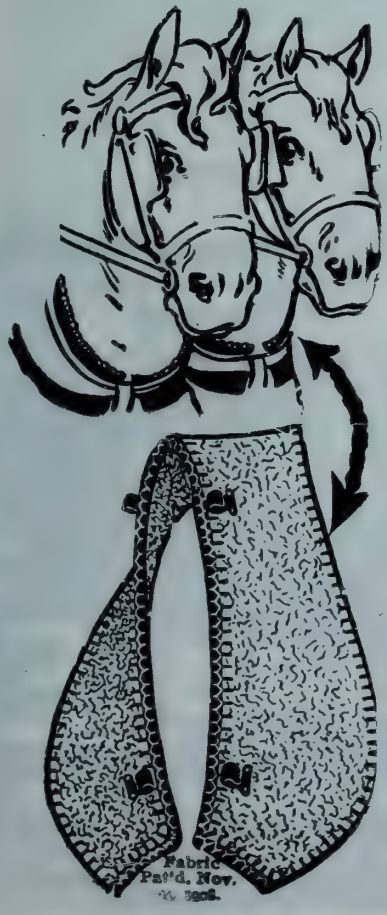


Write for our special prices on Horse Blankets, Halters, and Skate Straps. Sample orders solicited.

Adams Bros. Harness Mfg. Company, Limited
781 King Street West Toronto

Branches;

WINNIPEG SASKATOON EDMONTON CALGARY



Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

The Burlington Windsor Blanket Co.
797 King Street West
TORONTO

TORONTO—*the buying centre of Canada*

Gilbert's Polar Cub
Heater $7.95
Ready for delivery end of September

Announcement

Extraordinary

An Electric Heater to retail $7.50

Specification

Solid copper reflector, 11″ diameter, beautifully burnished cast iron base, weight 2½ lbs., diam. 7″, fluted design. Base and back of reflector finished in indestructible black enamel—adjustable reflector. Filament equal to any on the market. 600 Watts, 110 volts, A. C. or D. C. Equipped with 7 feet standard underwriters approved cord and two piece separable attachment plug.

We will soon be sold up—Act Now

The A. C. Gilbert-Menzies Co., Limited

439 King Street West, Toronto

High-Quality Wrenches

Packed in convenient Pocket size, high-grade Leatherette case

Write us for a description of the material and workmanship in our Wrenches.
We make SOCKET AND FLAT WRENCHES in various styles.
Something different—Made by new patented process.
In a class by themselves, through their general superiority.
Rust-proof and Rubber Gloss finished.
Let us quote you prices—Now.

Manufactured by

The Gray Ball Bearing Co.

Limited

686-692 St. Clarens Ave. Toronto

TORONTO—the buying centre of Canada

East West
Everywhere---All the Time

LIVINGSTON SERVICE

The "Livingston" business was founded on service, has grown and prospered on service, and we intend that its future shall be based on service that merits your continued patronage and good-will.

We have recently extended and improved Livingston service so that your wants may be attended equally well from Vancouver to Prince Edward Island. The extended service is new, but Livingston Brand is older than Confederation.

"The Kind Your Grandfather Used"

THE
DOMINION LINSEED OIL CO.
LIMITED

Mills and Refineries

Baden, Ont. **Montreal, Que.** **Winnipeg, Man.**

Sales Offices:

SHATFORDS LIMITED
Halifax, N.S.

R. C. JAMIESON & CO., LTD.
Vancouver, B.C.

C. PATON
Charlottetown, P.E.I.

Central Sales Office:

1009 Royal Bank Bldg., Toronto, Ont.

TORONTO—the buying centre of Canada

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

ORDER NOW

YOUR WHOLESALE HOUSE OR

The BURROWES Mfg. Co. TORONTO

$8.75 Anywhere in Canada

Famous
COOEY "CANUCK"

22 CALIBER	25 CALIBER
shoots all sizes up to 22 long rifle.	*shoots all short and long rim fire shell.*

The safest and most accurate rifle in the world.
Write for illustrated literature.

THE H. W. COOEY MACHINE AND ARMS CO.
315-323 Howland Ave., (*Est. 19 years*) Toronto, Ont.

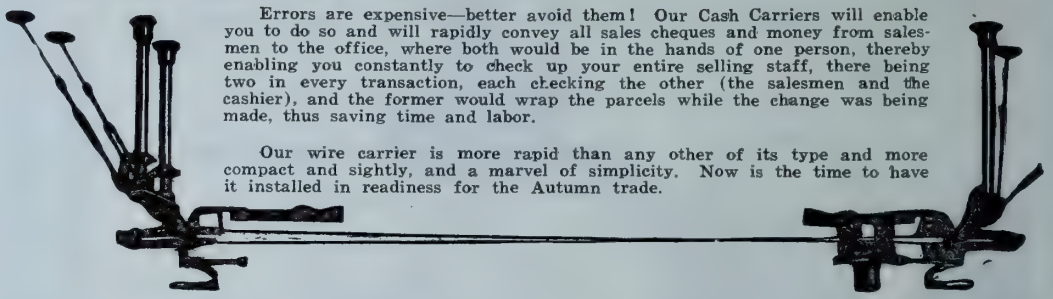
HARDWARE & METAL'S

unique circulation as proven by the A. B. C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

Further information for the asking. All kinds of wire Cash and Parcel Carriers, and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited
113 Sumach St., Toronto, Ont.

Also 318 Homer St.,
Vancouver, B. C.



Errors are expensive—better avoid them! Our Cash Carriers will enable you to do so and will rapidly convey all sales cheques and money from salesmen to the office, where both would be in the hands of one person, thereby enabling you constantly to check up your entire selling staff, there being two in every transaction, each checking the other (the salesmen and the cashier), and the former would wrap the parcels while the change was being made, thus saving time and labor.

Our wire carrier is more rapid than any other of its type and more compact and sightly, and a marvel of simplicity. Now is the time to have it installed in readiness for the Autumn trade.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.

Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.
We ship while others are thinking about it.

WHEELER & BAIN, LTD. TORONTO

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

If interested tear out this page and place with letters to be answered

TORONTO—the buying centre of Canada

WHAT WE LEARNED AT THE "EX"

The Toronto "EX" this year lived up to its reputation as a National Institution. It does not represent the achievements of any section of Canada, or any particular line of endeavor. The man with railroad trains to sell is no more welcome than the man with the biggest turnips. It is safe to assume that the "EX" has been a tremendous and invaluable stimulus to the industry and achievement of Canadians in every possible line of endeavor.

it also affords the purchasing public and those who cater to their various wants, the great opportunity to bring their knowledge "up-to-date," to compare the progress of manufacture, invention and achievement with past years.

Our particular hobby is Brushes—Brushes for every conceivable purpose. And the tens of thousands of visitors who passed The Rubberset Booth this year were once more reminded that Rubberset Trade Mark stands for perfection in brush manufacture. It was a pleasure, as well as an interesting privilege to answer the thousands of questions that our demonstrators were asked, to explain the care and skill that goes into every Rubberset Brush, the process that makes it impossible for bristles to come out, and the fact that they could purchase Rubberset Brushes from Druggists, Hardware Dealers, General Stores, from one coast to the other.

We also made it a point to gather what information we could from those who came from the various parts of the Dominion, and we can safely assure Rubberset Dealers everywhere, that never was there a more generally optimistic feeling abroad—"Things are better—much better—and rapidly getting back to normal." We believe trade will be good for Rubberset Dealers this Fall. That's what the "EX" taught us.

RUBBERSET COMPANY LIMITED

Sullivan Street

TORONTO - ONTARIO

Factories: Toronto and Gravenhurst

TORONTO—the buying centre of Canada

THE Gurney EXHIBIT

AT THE CANADIAN

TORONTO, AUGUST 26th

We created much favorable comment, and dealers all over the country should "cash in" on this wonderful publicity. The Gurney Foundry Co. spent thousands of dollars showing the buying public their lines, and the dealers should send for our new catalog, No. S-221, especially gotten up for them and theirs for the asking. It might be timely to mention that at this Exhibition we showed some good equipment suitable for the burning of soft coal. This should be interesting, as we expect that a great deal of this fuel will be used this winter.

Some of the famous names in the Gurney line:
Royal Combination, Oxford, Chancellor, Laurentic, Arcadia, Glenwood, Keystone, Rockland.

TORONTO—*the buying centre of Canada*

THE Gurney EXHIBIT

NATIONAL EXHIBITION

TO SEPTEMBER 9th, 1922

REMEMBER

Your Stove Department is of first importance to your business.
Gurney Stoves are known to your customers as good stoves.
We have sold stoves to Canadians for eighty years.
Gurney Stoves are modern to the last detail.
Gurney Merchandising Service is yours for the asking.

The Gurney Foundry Company Limited

TORONTO, CANADA

MONTREAL VANCOUVER WINNIPEG

The Thos. Davidson Mfg. Co. Exhibit

As crowds upon crowds of Exhibition visitors filed through the Stove Building, the above exhibit was the one that attracted the maximum attention.

With specially selected salesmen in attendance to answer inquiries and to give demonstrations, hundreds of householders from different parts of Canada are now familiar with and appreciate the advantages of using our stoves, heaters, enamelled ware, etc., in preference to any other make.

You can readily see by the photograph the exhibit was composed of ranges, stoves, heaters, combination heating stoves, refrigerators and enamelled ware, and there is no doubt that hardware dealers selling these lines will feel the beneficial effect of this splendid advertising by the Thos. Davidson Mfg. Co., Ltd. during the record breaking Canadian National Exhibition. An extra amount of interest was evinced in our new Premier Knight, the all steel kitchen range whose chief merit lies in its economy of fuel consumption and its cost. It is so attractive in appearance with the white enamelled tile back and nickel plated trimmings that it required only a demonstration to cause many among the daily crowd to decide that the very next stove they bought would be a Premier Knight.

Another range that received the amount of attention it deserves is the Premier Marathon, another all steel range which embodies every feature of construction to make it the highest class modern steel range on the market today. The main features of the Premier Marathon are quick baking, correct regulation, economy and as its name indicates, endurance. This range can be supplied with white enamelled panels on the back and oven door, nickel plated trimmings, high warming chest or Persian closet or tea shelf; heavy copper reservoir at the back guarantees warm water at all times. The oven is well insulated and ventilated and is superior for baking and roasting, and the front section of the stove conveniently lifts for toasting, broiling or adding more fuel.

A splendid display of heaters and heating stoves will ensure for our dealers a large demand for them during the coming months. The excellent heating qualities are today well known everywhere, and their sturdy construction was demonstrated to the satisfaction of every visitor at the Exhibition.

The best manner in which to take advantage of the good work of the above exhibit is to show your prospective customers your stock of Davidson products by devoting more space to their display in your store and show windows, making use of the advertising matter furnished by this company.

Out of the 1,372,500 people who attended the Canadian National Exhibition at Toronto during the last two weeks there will be very few localities which were not represented. It certainly is worthy of every effort on your part to cash in on the effects of this splendid advertising.

AT THE SIGN OF THE SNIPS

The Brown-Boggs Exhibit

Visible from almost every corner of the vast machinery building was a huge pair of tinsmiths' snips, which, suspended above The Brown-Boggs Co. exhibit, broadcasted to all concerned that this enterprising company was now making tinsmiths' snips in its Hamilton factory —a Canadian product for Canadian mechanics.

This new departure created considerable interest among members of the trade who, there, took the opportunity of examining the snips and making many inquiries.

To judge from the many fine compliments that were paid to The Brown-Boggs Company and the universally favorable comment of hardware men and tinsmiths on the new Canadian Made Snips, there will be some mighty nice business done in this line in the immediate future.

The exhibit included all the well known tinsmiths' tools that carry the "B", "B" Stamp as well as Cornice Brakes—Power Presses—equipped with their own special safety device, Large Power Shears, and circular shears for cutting inside and outside circles.

It was a splendid, well decorated, well grouped exhibit which demonstrated the capacity of The Brown-Boggs Company's Plant to turn out tools and machinery both large and small that for quality and precision hold their own in any company.

Exhibit of the McGlashan-Clarke Co.

Niagara Falls, Ontario

Directly opposite the main entrance to the Manufacturers' Building, in a particularly commanding position was the artistic exhibit of the McGlashan-Clarke Co., Ltd., of Niagara Falls, Ont., makers of "Niagara" silverware.

Magnificent oak and mahogany chests of gleaming silverware formed the background. In front, temptingly grouped was a glittering display of their King's Plate flatware, in Patricia, King George, Lenora and Niagara patterns.

The above patterns with Stainless Steel Carvers, and Table knives, guaranteed not to stain even when used on acid foods, vinegar, or the like, were also on display. At the opening of the Exhibition a number of lemons were sliced by these knives and the knives left imbedded in the fruit; their bright, unstained surfaces, maintained for weeks in the face of this telling test was a source of surprise and interest to the thousands of visitors who stopped at the booth.

An entire case was devoted to a display of their very attractive line of Ivoroid stainless steel carvers and table knives.

The McGlashan-Clarke Co., Ltd., are the pioneer makers of Stainless Steel Cutlery in Canada; their output grows steadily from year to year; and the inquiries made at this year's exhibition—the interest manifested by both dealers and public, promise even greater things for the immediate future.
Catalog on request to the trade.

How Many of Your Customers Went to Toronto Exhibition?

Scores and scores of your customers visited the "Ex."

Few, indeed, of these failed to inspect the exhibits in the Manufacturers' Building.

And every visitor to that building halted, looked and asked questions, when he came to the Connor Booth. Here was startlingly contrasted the old and the new way of washing clothes; here our salesmen and demonstrators by word of mouth and by folders and booklets spread the tidings of Connor service and Connor performance.

They demonstrated Connor washers; they pointed out their economy and desirability to **These Customers of Yours.**

To Your customers—think of that. Now it's up to you to cash in on our missionary work to actually close the sale.

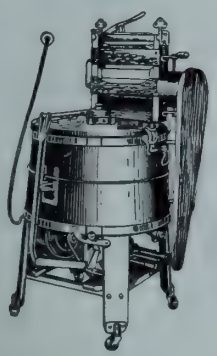
Show Connor Washers on your floors and in your windows, mention them in your advertising—talk about them to customers, and splendid business is sure to follow from our joint efforts.

The exhibit, which occupied three sections, showed besides the Connor Electric Models 1 and 2, the Perfection and Economy washers, various styles of Hand Power Machines, including the Canada First, Connor Ball Bearing and the Gem, also two styles of Connor Low Pressure Water Power Machines.

The Connor Electric Model No. 2 has tilting tub, extension bench for rinsing tub, with improved four-wing dolly agitation or flat rub board, 12-inch wringer and quarter horse-power motor.

The Connor Electric No. 4 occupied the foreground of the exhibit. This machine has copper tub, aluminum cover with aluminum disc agitator with extension folding bench for tub. Any position 12-inch wringer with aluminum trimmings and quarter horse-power motor.

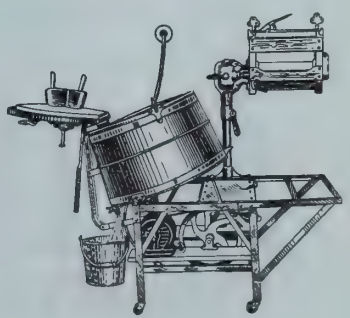
J. H. Connor & Son, Limited



OTTAWA - CANADA

311 Chambers St., Winnipeg, Man.

McPherson Teetzel Co., Vancouver, B.C.



If interested tear out this page and place with letters to be answered

Exhibit of Community Plate

Blue, Royal Blue, a background of soft blue velvet on which glimmered softly the sheen of exquisite silver; that was one's first impression of the Oneida Community Plate exhibit.

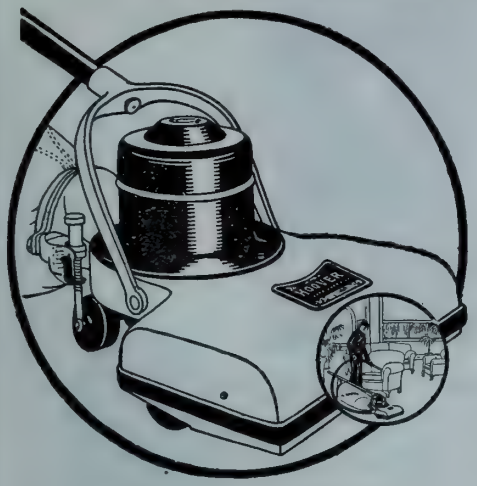
The blue velvet lining of the silver chests and gift boxes blended smoothly with the background, and cunning grouping of units drew the eye gradually to the central feature of the booth; an original drawing by Coles Philips.

Coles Philips girls have become identified, through extensive advertising, with Community Plate, and thousands of visitors stopped to admire the original of one of these delightful drawings.

In Community Plate, Grosvenor, Adam, Patrician and Sheraton patterns were displayed, and in Tudor Plate, Marquis and Baronet.

The back cover of this magazine shows a number of these patterns. While Oneida Community Limited is known to the general public as makers of silverware, only, dealers do not need to be reminded that it is also the oldest and largest maker of game traps in the world.

Announcing



Partial view of the wonderful new Hoover, Model 961. Sturdy and durable. Requires no oiling. Quiet running. Easy to operate. Ball bearings throughout. Weighs only 29 pounds. Retails at $155, east of Rockies. Attachments, $16.50

A Big HOOVER

for Stores, Hotels, Clubs, Offices, Large Homes, etc., etc.

After several years of experimentation and study, the new big Hoover, Model 961, is ready.

It introduces a new era in the sale of electric cleaning apparatus for use in large residences, dormitories, institutions, stores and fine shops, as well as hotels, clubs and offices.

There is nothing to rival it, either for economy or efficiency. It far surpasses all installed plants. It outclasses all other portable cleaners.

Practically "Fool Proof"—rough treatment or neglect can not harm it. Built for continuous heavy work. No skill required to operate it.

No Oiling Required—forgetting to oil the motor can never cause trouble. This new quiet-running Hoover has a *ball-bearing*, *dust-proof* motor made for us by the General Electric Company.

Operates on Direct or Alternating Current—without change and at a uniform speed. Therefore, the dealer need stock only one model.

Very Light in Weight—weighs only 29 pounds. Glides easily; all-day use will not tire the operator.

Other Exclusive New Features include a ***ball-bearing*** Beating-Sweeping brush, a wider cleaning mouth, a non-marring fibre handle grip, and a new device which adjusts the cleaning mouth and automatically locks it at the proper cleaning height for carpets of different thickness.

Cleans Thickest Rugs

Especially designed to clean even the heaviest, thickest rugs, the new Hoover beats out all nap-wearing grit, sweeps up all clinging litter, erects crushed nap, freshens colors and cleans by powerful suction.

So easily is it shown that The Hoover imparts to carpetings a longer lifetime of wear that a strong argument can be built around this fact.

In many instances the value of carpets run into thousands of dollars. The replacement of these is a heavy and frequent expense. The Hoover will pay for itself repeatedly by saving this cost. Furthermore, any prospect with whom cleaning is a costly matter can readily be shown that savings in labor will also quickly pay for each Hoover purchased.

Attachments Easily Connected

A new, easily connected "converter" allows the greatly improved Hoover air-cleaning attachments to be easily used. Extremely strong suction is provided.

Profits Are Large

Authorized Hoover Dealers have, in this fine new Hoover, an unprecedented opportunity to add greatly to their profits.

In numerous cases, a number of these cleaners can be sold practically without competition.

Write us today. Production of this new model is in full swing.

THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario

The HOOVER

MADE IN CANADA

It BEATS.... as it Sweeps as it Cleans

If interested tear out this page and place with letters to be answered

SANDERSON HAROLD EXHIBITS NEW VENTILATOR

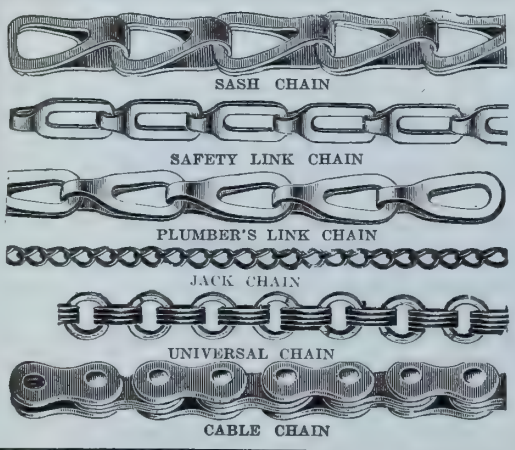
The Sanderson Harold Co., Ltd., Paris, Ontario, had an interesting display of refrigerators, ventilators, screen doors and window ventilators in the Industrial Building.

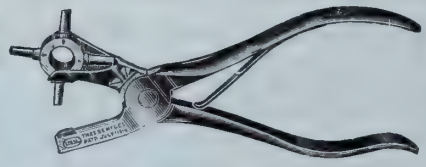
A particularly seasonable line shown was the Paris ventilator for which there is developing an increasing demand during the Spring, Fall and Winter months to provide fresh air, while keeping out soot, rain, dust or window drafts. The ventilator is built like a window screen, the sliding panel being filled with a chemically treated cotton gauze stretched to prevent sagging, the hardwood frame being made adjustable by easy running metal slides. These are used instead of wooden slides preventing the ventilator from binding in wet weather. For bedrooms, sickrooms, pantries, etc., where ventilation is needed without drafts, the Paris ventilator is very useful and hardwaremen should have a large sale for this new line.

The All Season Combination Storm and Screen Door was also displayed, the door staying on its hinges all the year round, being made of solid quarter-cut oak with two coats of special waterproof varnish. It has a mortised frame and in the Summer an attachable screen door panel is inserted while in the Winter the screen panel is replaced with a solid, substantial, storm panel fitted with four glass windows. In the winter the glass occupies one third of the door surface and in the Summer the screen covers five eighths of the door surface. Once hung, it is always hung, while it takes but a few minutes to change the panel in the Spring or Fall.

The Sanderson Harold Co., make about thirty types of refrigerators and about nine of these were on display, the Paris Seamless being quoted as Canada's finest refrigerator. It is made of solid oak and has ten insulating walls which shut out the warm air and keep the cool air within the refrigerator. A fresh current of pure, dry air is kept in circulation by placing the ice about the provision chamber, the falling cold air displacing the slightly warm air at the bottom of the refrigerator, no foul air being allowed to accumulate. The lining is of porcelioron, seamless and in one piece with rounded corners. It will not wear out or become stained. It is water tight and easily cleaned.

The Sanderson Harold Co., argue that no other equipment is so closely related to the family's health as the refrigerator as a storage container and preservator for food, and a porcelain interior should be used to ensure the health of the family as much as a porcelain bath tub.





4 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

UNIVERSAL
SASH
CABLE
TRANSOM
PLUMBERS
LADDER
SAFETY
AA and XXXX
JACK

CHAINS

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

The Everlasting Veneer Toilet Seats

This is the strongest and cleanest toilet seat made. There are no cracks —made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?

CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.

If interested tear out this page and place with letters to be answered.

Brighten Up Your Local Advertisements

A picture tells a story at a glance.

A good illustration directs a reader's attention at once to the article advertised.

An illustration adds emphasis and contrast to cold type.

Illustrated advertisements bring more business.

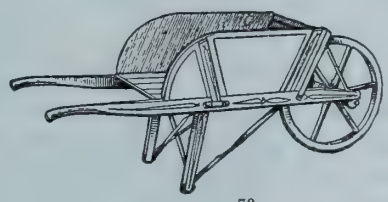
Write to-day for HARDWARE AND METAL'S free booklet showing over 400 electros of which the following, taken at random, are samples.

91

175

247

253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227

97

372

276

Any of the 412 electros in the booklet are available to subscribers at 30c each, cash with order.

269

Write To-Day for Free Booklet.

HARDWARE & METAL

Electro Department

143-153 University Avenue

Toronto, Canada

282

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	$10 70
BB Caps	.....	.....	7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25 20	50 00	.....	70.00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross.	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Rim and centre fire. discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells. 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION
American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes. doz.	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz.	19 00	19 50

On weights heavier than base add to list as follows:
Group 2 ...0 50 Group 3 ...1 00
Group 4 ...1 50 Group 5 ...2 00
Group 6 ...2 50 Group 7 ...3 50
Axes, bench, 50-10-5% off list.

BABBITT
Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 75c. per lb.

BATTERIES, DRY CELL
Columbia Ignitor, 2½ x 6 in.
less than 12, each.......... 0 60
12 or less than 50 each..... 0 45
In kegs of 50. each 0 40
Bbl. lots of 125 each......... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each............$0 50
12 or less than 50, each...... 0 45
Box of 50. each............ 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)
Discounts apply to Revised List of Nov. 4th., 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather. lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off.
F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen
No. 1, Daisy $35 00
No. 10, Daisy 40 00
No. 33 .... 21 00
No. 35 .... 38 00
No. 36 .... 43 00
Perfection 40 00

BOARDS—WASH.
Zinc and Glass Per Dozen
Baby Globe ....$ 2 45
Diamond King (glass)....... 7 50
Glass Globe 7 50
Improved Globe 5 25
Jubilee 5 80
Neptune 5 25
Waverley (zinc) 5 25
Newmarket King 5 80
Pony 2 45
Royal Globe (zinc) 5 25
Original Globe, solid back... 5 95
Standard Globe 5 25
Western King (Enamel) 9 00
Pearl, S.M.P., enamel, ... 6 40
Household Globe 5 25
Twin Beaver (fibre) 5 90

BOILERS (Range)
List adopted, January 28. 1922.
Discounts: Standard weight, 45%
Extra heavy, 35 per cent.

BOLTS AND NUTS
Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts 70 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller. hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX
Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS Base
Sheets, base, Montreal 0 24
Do., Toronto 0 23
Rods, base, ½ to 1 in., round
Montreal 0 22
Do., Toronto 0 20
Tubing, seamless.
Base, Montreal 0 30
Do., Toronto 0 28
F.O.B. Montreal and Toronto.

BROOMS Doz.
No. 5, 4 strings ....$ 6 65
No. 5, standard 7 50
Little Beauty 9 40
Royal Blue 13 90

BUTTS Wrought Steel—
No. 840 .... Less 12½%
No. 800 ....Net
No. 838 .... Less 12½%
No. 808 ....add 10%
No. 804 ....Less 17½%
No. 802 ....Net
No. 810 ....add 25%
No. 814 ....add 25%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS
For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—
Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag., yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel ....$ 3 68
Less car lots—
Per bbl., f.o.b. yard 4 40
Per bbl., delivered 4 60
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP
A—8 doz. case ....$ 8 40
B—6 doz. case 7 00

CHOPPERS, FOOD
Universal—Doz. No. 0. $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each. No. 0. $1.65; No. 1, $2.00; No. 2 $2.40; No. 3. $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6. $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55. $16.10 per doz. Home No. 65. $21.18 per doz. Home No. 75. $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)
Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list. f.o.b. Montreal. Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow Lever
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE
New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—
Big Ben 3 18
Good Morning 1 40
Lookout 1 90
Sleepmeter 2 10

CLOTHES BARS AND DRIERS
No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)
No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft. $5.56;
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS
Doz. net
No. 3 ....$16 25
No. 3½ $17 50

COBBLER SETS
Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45
	Electric Proof	**Weld B.B.B.**
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—
Doz
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—
No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 32

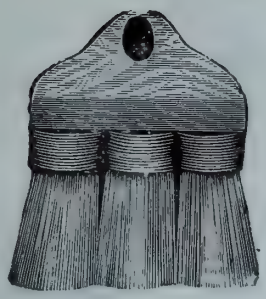
Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

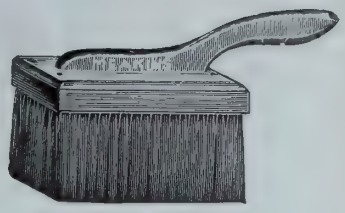
COPPERS, SOLDERING—
Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)
No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.
Toronto $8.00; London, $7.75

CROWBARS
Per 100 lbs.—Montreal, $7.75;





An Increase in Business

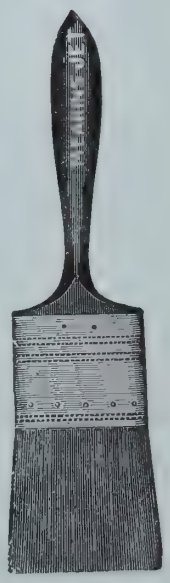
Given desirable merchandise, salesmanship to-day plays the stellar role in the effort for more business.

Brushes, for instance, are often left to sell themselves and with very indifferent results.

On the other hand many live hardwaremen who use Meakins display containers to show Meakin's Brushes—who talk brushes, introduce Meakin's brushes to purchasers of paint, and who overlook no opportunity of pushing this profitable, well known line, are making gratifying increases in their brush business.

Our new 1923 brush catalogue listing our complete line will be mailed to you on request. This will be printed and distributed to the hardware trade about the middle of September.

Order Through Your Jobber



Meakins & Sons

Limited

HAMILTON, ONTARIO

Warehouses

Winnipeg London Toronto Montreal Vancouver Calgary
Liverpool, England

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank
List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0.[illegible]	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in. $12.50; ⅝ in. $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade ... .60%
J. Barton Smith, Eagle.......55%
P. H. and Imperial 60%
Globe 60%
Nicholson 30%
Black Diamond ... .30|5%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under ... .25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish........ .. per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle. each 9 75
Cycle B B. 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ....$ 8 10
For 17" Axle 8 50
For 19" Axle 10 00
Ball Bearing 20 00

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 .... 13 50
Nos. 1½ and 61½........... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..........$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

Per Doz. Pair.
Atlas, No. 0 .... 13 75
Do., No. 1 .... 15 30
Do., No. 2 .... 16 25
Stearns, 4" 12 40
Do., 5" 16 60
Perfect, No. 1 .... 18 75
New Milo 12 50
Canada 13 25
Hatch 13 00
National 15 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ...$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... . 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... . 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 .... 1 90
Do., No. 3 ... ... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
Ajax Floor, No. 3111, per set 1 85
Reliance Door Springs, No. 270
Light, per doz. 2 50
Medium, per doz. 3 25
Heavy, per doz. 5 00

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 [illegible]
6 inch	1.53	1 [illegible]

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	.....
Little Giant, per doz.	6 50	.....
Barden Pat., per doz.	6 50	.....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts., per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $[illegible] to $3.00 box.

HOSE, LAWN
3 ply—½ in. 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in. 10½c ft.; ⅝ in. 12c ft.; ¾ in. 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft.; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 81
Potts' nickel plated, per set.. 1 87
Potts' handles, japd. grs..... 17 50
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only 0 28 0 30
Faultless, 4 to 8 ft. only.... 0 44
Do., 10, 12, and 14 ft. ... 0 49
Single and Fruit Picking
10 ft. to 16 ft. 0 26 0 28
18 ft. to 20 ft. 0 27 0 29
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension
20 to 32 ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft... 0 45
Three section extension 0 45
F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... . 1 20 doz.
6 doz. cases .. ..$1 05 doz.
3 doz. cases .. ..$1 10 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 .... 2 05
Barn Door, No. 5 .... 3 00
Do., No. 8 ... . 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 00
Do., Electric ... .125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 65 00
Do., electric ... .116 50
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 60
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... ...$ 9 25
Pick, doz. 9 25
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90
Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Cast head mop, ... 2 00
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 25%
Woodyatt 25%
Empress 25%
Mayflower ... .25%
Ontario Daisy 25%
Star 25%
List, September 19, 1921.
Whippet ... ... Net
Thousand Island ... . Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, September 9, 1922.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Remington

Announcing

The New Remington

Oil Proof Pistol Cartridges

Remington again offers a brand new and exclusive process in ammunition manufacture. Research has proved that ordinary cartridges allow the seepage of oil into the powder chamber, thus impairing the ignition properties of the powder.

All Remington automatic pistol cartridges are now sealed at the mouth of the shell and at the primer—making them absolutely oil proof.

Here Is Your Market

The Home Owner frequently keeps a pistol for protection. At the critical moment he wants to KNOW that his ammunition will function properly. Remington Oil Proof Cartridges are SURE FIRE when used in an arm of standard manufacture.

Transportation Guards Express and Postal messengers require this absolutely dependable Remington ammunition.

Peace Officers Police, sheriffs and private guards will welcome Remington Oil Proof Cartridges, which need not be changed frequently and are always absolutely trustworthy.

Sportsmen especially those who follow the big game trials and at times have to depend upon the pocket arm for safety, will find the Remington oil proof process a warrant of dependability.

REMINGTON UMC

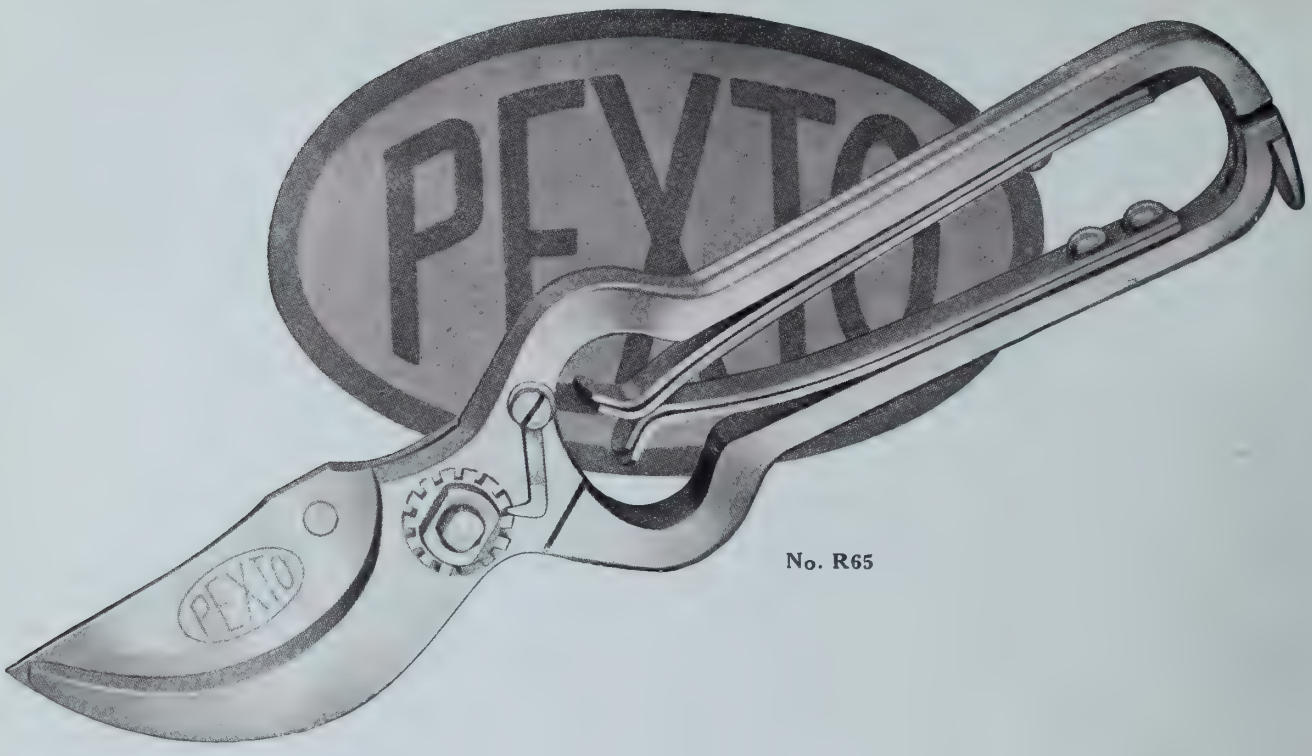
Stocks at All Jobbers

REMINGTON ARMS COMPANY INC.

Cunard Building 25 Broadway New York City

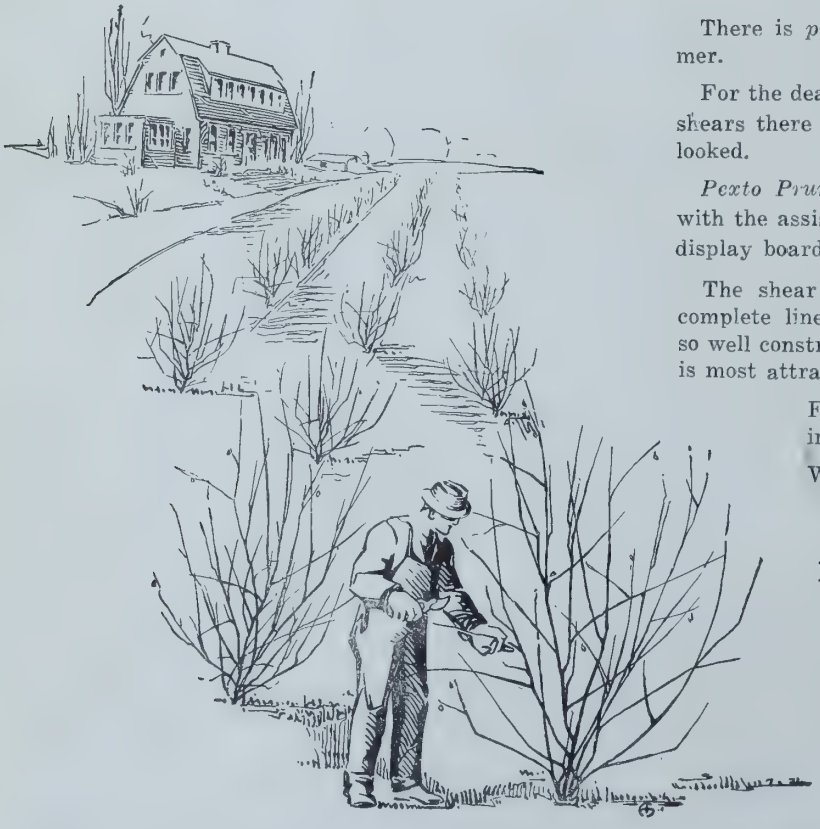
REMINGTON UMC OF CANADA, LIMITED

If interested tear out this page and place with letters to be answered



No. R65

Profit in Pruning



There is *profit in pruning* for both dealer and consumer.

For the dealer who stocks a rapid selling line of pruning shears there is a money profit which should not be overlooked.

Pexto Pruning Shears will make rapid turnovers, and with the assistance of one of our handsome pruning shear display boards they practically sell themselves.

The shear illustrated herewith is representative of a complete line. They are designed to cut easily and are so well constructed that they will last a lifetime, the finish is most attractive and durable.

For the consumer—the profit resulting from intelligent pruning is beyond figures.

Write for further details.

CANADIAN AGENT

Prescot W. Robinson Sales Co., Ltd.
414 Drummond Bldg., Montreal

PEXTO

THE PECK, STOW & WILCOX CO.

Cleveland, Ohio - U.S.A.

If interested tear out this page and place with letters to be answered.

O.P.W.

There is a proper thickness for paint. The very best paints, spread thinner than tissue paper, cannot be expected to give maximum protection. They will chalk rapidly. The best paints, spread too thickly, must, sooner or later, give trouble in cracking, or scaling. There are limits on either hand, beyond which it is not safe to go. Care and judgment should be used by those who paint, and O.P.W. should be their paint

Many people use paint without knowing how it ought to be applied, and if results are unsatisfactory, they blame the paint and the store. A common idea regarding paint is that, so long as it hides the surface satisfactorily, it can be spread as far as it can be brushed out.

NOT for today but for TOMORROW, sell your customers O. P. W.

Ottawa Paint Works, Limited

Ottawa, Ontario

Branches: Montreal and Toronto

Fall Painting Time Is Here
Are your Stocks well Assorted?

You've seen for yourself many times that painters are "pernickety"—if you haven't the **exact** size and style they want they are apt to go elsewhere.

Don't lose sales and drive good customers away — keep your stocks well assorted and give your customers the best.

CANADA Brushes are guaranteed — the bristles won't bush, flare or come out—they are recognized everywhere as GOOD brushes.

Have you received our dealer proposition?

Canada Brush Company Limited

Head Office and Factory

St. John N. B.

Montreal Branch: 17 St. Gabriel St.

Representatives: St. Michel, Ltd.

NAILS (Continued)
5½ to 18 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.
Owen Sound or Collingwood $3.65 base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.70 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size Capewell—	C Brand Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Lengths	Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90
1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.
Invincible— Per rod.
1848 ... 0 67
2060 ... 0 72
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.
Blue Ribon—
24 inch, per roll ... 5 50
36 inch, per roll ... 7 15
48 inch, per roll ... 9 85
72 inch, per roll ... 11 25
Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ....$15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS Toronto
Royalite, gal. ... 0 20
Palacine, gal. ... 0 23
Gasoline, net, gal. ... 0 34
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder, ... 0.69.5
Mach. oil, reg. grades .. 0.39.0
Imperial gas engine oil .. 0.59.0
Paraffine ... 0.20.0
List, less 15 per cent.
Polarine, per gal. list ....$ 1 00
Polarine, medium, list 1 00
Polarine, heavy, list 1 00
Polarine special heavy 1 00
Polarine ex-heavy, list 1 25
List, less 25 per cent.
Gargoyle Mobiloil A, E & Artic 1 45
Gargoyle Mobiloil, B 1 55
Gargoyle Moboil, BB 1 55
List, less 25 per cent. on above.
Fuel oil, bbl. net 0.10.80
Do., tank wagons, net ...0.09.80
Do., tank cars, net........0.08.80
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute ... 0 15
Coarse jute ... 0 11
Hemp ... 0 30
Square braided hemp ... 0 32
No. 1 Italian ... 0 35
No. 2 Italian ... 0 28
F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone ... $ 1 15
Do., Anchor No. 2, Elephant No. 2, Joillette ... 0 65
Do., Surprise and Stag .. 0 70
Tarred Fibre, Anchor No. 1, Cyclone ... 1 20
Do., Anchor No. 2, Elephant No. 2, Joillette ... 0 85
Per 100 lbs.
Monarch sheathing, white .. 5 60
Do., gray ... 4 50
Red Star heavy tarred straw 3 40
Imp. White Sheathing ... 5 50
Imp. Gray sheathing ... 4 50
Scythe brand dry straw ... 3 15
Spruce Sheathing, 36" and 72" wide ... 6 00
Asbestos Sheathing ... 6 75
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz. 3 20
Asphalt felt, 10 and 15 lbs., 3 75
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—
In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. ... 0 15
In kegs, 125 lbs. ... 0 16
In 50-lb. boxes ... 0 18
In 25-lb. boxes, lb. ... 0 19

PASTE—Solpar.
Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. .. 0 17

PICKS—

	Montreal	Toronto
Clay		
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs. doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case
5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box ... 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38.25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)
Plain List
2 in. in 10-ft. lengths, list,$18 40
3 in., in 10-ft. lengths list 22 80
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list 40 00
6 in., in 10-ft. lengths, list 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ...net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ......less 45 %
8 in. ... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. $13 25
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt. .. 1 55
F.o.b. Montreal. Toronto 1 75

PLANTERS, CORN
King of Field, doz. 15 75
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN
20x28x100 lb. basis, box .$12 50
20x28IC, 112s, box 13 00
20x28 IX, 112s, box 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box 9 75

PLATES, CHARCOAL, TIN
IX, 20x28, 56s ... 10 00
IXX, 20x28, 56s ... 12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar) Doz.Net
4-oz. bottles ... 2 40
12-oz. bottles ... 4 80
1-qt. can (Imp.) ... 12 00
½-gal. cans (Imp. ... 20 00
1-gal. cans (Imp.) ... 28 00
Liquid Veneer— Doz. Net
4-oz. ...$ 2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz. each ... 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—
No. 58, japanned ....$ 3 70
No. 158, galvanized 3 95
No. 50, japanned ... 3 75
No. 159, galvanized 4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING
No. 0.....$6 85 No. 4.....$12 75
No. 1..... 7 50 No. 5..... 15 25
No. 2..... 8 75 No. 6..... 18 00
No. 3.....10 75
F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $4.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.
Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 65
Do., 18 wide ... 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. ... 0 70
5 gal. cans ... 0 80
1 gal. cans, gal., doz. ... 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement
Per lb.
400 lb. drums ... 0 04
125 lb. drums ... 0 05
Above prices net, per doz.
5 lb. cans ... 6 60
10 lb. cans ... 12 00
1 lb. cans ... 2 50
Less 25 per cent.
F.O.B. Montreal.

ROPE
Pure Manila basis ... 0 21
Beaver manila, basis 0 19
British manila, basis 0 19
New Zealand hemp, basis . 0 19
Sisal ... 0 17
Single lath yarn basis.... 0 17
Double lath yarn 0 17½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.
Yacht marline, tarred 0 53
Halyards, (basis) ... 0 46
Beaver Halyards, wht. pol.
¾ in. basis ... 0 30
Hemp, deep sea line, basis 0 46
Hemp, tarred ratline, basis 0 39
Hemp, tarred bolt rope basis 0 41
Marline and Houseline .. 0 41
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.
Cotton, ⅛ in. ... 0 46
Do., 5-32 in. ... 0 45
Do., 3-16 in. ... 0 42
Do., ¼ in. and up ... 0 41
F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted. July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%

Square cap ...55%
Hexagon cap ... 55 %
Coach or lag screws ....45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

Barrett Roofings, Cements Industrial Paints etc.

Powerful Advertising for Quality Products

THROUGH 1922—all over Canada—millions of advertisements will point out the economy, the reliability, the superiority of Barrett Roofings, Cements, and Specialties.

Such a powerful sales-making force is bound to bring new customers to Barrett dealers everywhere.

But that's only half the story. Barrett Roofings and Specialties stand head and shoulders above any similar goods—once a man buys them he buys again and again. For Barrett customers are always satisfied customers.

The biggest profits are made by dealers who carry a complete stock of Barrett goods. *You* should have every one of these popular, fast-selling products on hand.

Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Everjet Elastic Carbon Paint
Everlastic Multi-Shingles
Liquid Elastigum
Creonoid Fly Oil and Lice Destroyer

Order your stock now. If you haven't received a copy of our latest Price List drop us a line. We'll mail it without delay.

The Barrett Company
LIMITED

MONTREAL
TORONTO
ST. JOHN, N.B.
WINNIPEG
VANCOUVER
HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.80; No. 8, $0.85; No. 9, $0.90.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings ....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear...... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263—50 ft.	Challenge Stl.....	4 95
103—50 ft.	Reliable Jr., Stl...	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel ..	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143—3 ft.	Steel Pocket	7 27
145—5 ft.	Steel Pocket.......	9 20
175—5 ft.	Linen Pocket	6 35
165—5 ft.	Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above...... 2 00
National Flat Track, 1¼ in. per 100 ft. $10 00
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 80
12 in.	21 20	Less 70 and 10%	

F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1................ 2 90
Jump, No. 1 .... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 .... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60. F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only) Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 58%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C. 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
Crystal, or whiteware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus, 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, 10%.
Steel sinks, painted, 10 per cent.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, add 40 per cent.
Garbage pails, 10%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 25
Section, ½ lb per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 55

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel. doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ...... Base
No. 10 ....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c
Stovepipe Wire:
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal. St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench. No. 541EB.... 160 00
Favorite, No. 511E 95 00
Favorite, No. 512 .... 112 00
Royal Canadian 88 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 95 00
Ottawa Bench, No. 341EB 162 00
Challenge, No. 311E 95 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Discounts from above list 30%.
Freight equalized on half dozen wringers and upwards with the nearest of the following places to point of destination, viz.; Montreal Kingston, Ottawa, Toronto, London, Hamilton, Collingwood, or St. Marys.

TINKER TOM'S TALKS.

No. 376

Back to School!

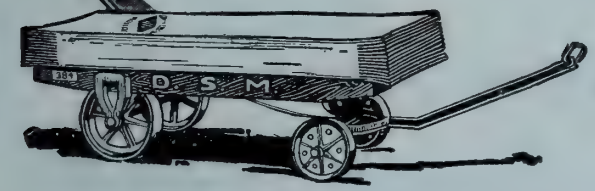
The vacation days are over and the kids are back to books again.

How about the rest of us getting back to work, too?

When winter comes there's little doing outside, so get busy now, and if you're short of sheets (very possible, too) tell your jobber to put it up to us.

Will do our best to help out.

TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Glass Specialists

We carry in stock all kinds of

Glass

For Buildings

Order your requirements from

The Saskatchewan Glass And Supply Company, Limited

MOOSE JAW, SASK.

Dollar Turpentine

is a fact and we can supply your full requirements promptly.

The specifications for quality imposed upon our Pure Turpentine make it an excellent thinner for paints, varnishes, colors, etc.

The price is $1.00 per imp. gal.

F.o.b. La Tuque, Que., in steel drums of 46 imp. gals. Large stocks are on hand for immediate deliveries.

We invite correspondence from all turpentine dealers.

BROWN CORPORATION

Quebec, P.Q.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion; American 0 35
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in Oil, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50

Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 7 53
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 27
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 55
Rip-olin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .....16 oz. 24 oz.
Up to 25 ins 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Imported, less 20 per cent.
Domestic, less 10 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 85c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P. .....$	3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co, pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, colors	3 55
B.-H. Fresconette, colors ...	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white ..	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white..	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint .	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall. white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white ..	3 60
Do., color	3 45
Jamieson's Crown Anchor ..	3 55
O.P.W. Can. Brand, white ..	3 95
O.P.W. Can. Brand colors ..	3 60
O.P.W. Can. Brand, floor...	3 55
O.P.W. Flat Wall, white ..	3 45
O.P.W. Flat Wall, color ...	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 65
Ramsay's Dulltone, white ..	3 55
Ramsay's Dull Tone, colors ..	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white..	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint..	3 70
Martin-Senour, Neutone, white	3 55
Martin-Senour, Neutone, colors	3 45
Martin-Senour, floor paint ..	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white.....	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...12	00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

F.O.B. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade ... .$ 4 00
Water white 5 00

SHELLAC	Pure White	Pure Orange
In bbls.	4 30	3 85
Gal. jugs	5 00	4 50

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens, ...	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W. ...	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors		4 18
B. H. Maritime Spar		5 23
B. H. Hard Oil		2 57
B. H. Gold Medal		3 28
Elastilite, Imp. V.		3 95
Granitine Floor Finish		3 95
Hydrox Spar, Imp. V.		5 00
C. P. C. Sun Varnish		4 00
Glidden Wearette		4 00
Glidden Floorette		4 00
Glidden Jap. Spar		5 79
C.P.C. Sun Aero Spar		4 50
C.P.C. Sun Waterproof Floor		4 10
I. V. Elastica, No. 1		4 99
Do., No. 2		4 58
Do., Floor		4 10
O.P.W. Jasperite Interior and exterior		3 40
O.P.W. Indestructo, floor ..		3 40
O.P.W. Jasperite Pale Hard Oil		2 50
P. & L., No., No. 61		5 14
Jamieson's Copaline		4 10
M-S Marble-Ite Floor		4 32
M-S Wood-Var.		4 16
M-S Durable Spar		5 23
M-S Finest Interior		4 97
Moorlastic Floor		4 25
T. 45 Floor		3 50
Morvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 24
Mar-not, S. W.		4 03
Quick Action House		2 70
Rexspar, S. W.		5 14
Scar-Not S.W.....		4 76
Lowe Bros., durable floor ..		4 60
Solpar House Spar		4 60
Solpar Floor		4 60
Solpar, Interior		3 60
Kyanize Spar, Boston Var.		5 25
Kyanize Cabinet Rubbing ..		4 95
Kyanize Interior and Floor.		4 95
Luxeberry Light		4 56
Luxeberry granite		4 56
Luxeberry spar		4 73
Ramsay's Universal		3 80
Ramsay's Agate Floor		3 80
Ramsay's 400 Hard Oil		3 35
Ramsay's No. 720		3 00
"C. D. Big 4" Exterior		5 10
Do., Interior		4 60
"C. D. Big 4" Floor		4 50
C. D. General purpose		4 28
C. D. Furniture		2 30
Dougall Univarnish, clear ..		4 50
Dougall Transparent spar .		5 00
Dougall Transparent, floor .		4 50
Do., Nogloss, interior		4 50
Do., Interior		4 50
Adelite, No. 103, Floor		4 00
Adelite, No. 105, Flat		4 00
Adelite, No. 100, Spar		5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg...	0 17
1 gal. packages, per pkg....	1 00
½ gal. package, per pkg...	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 60
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50

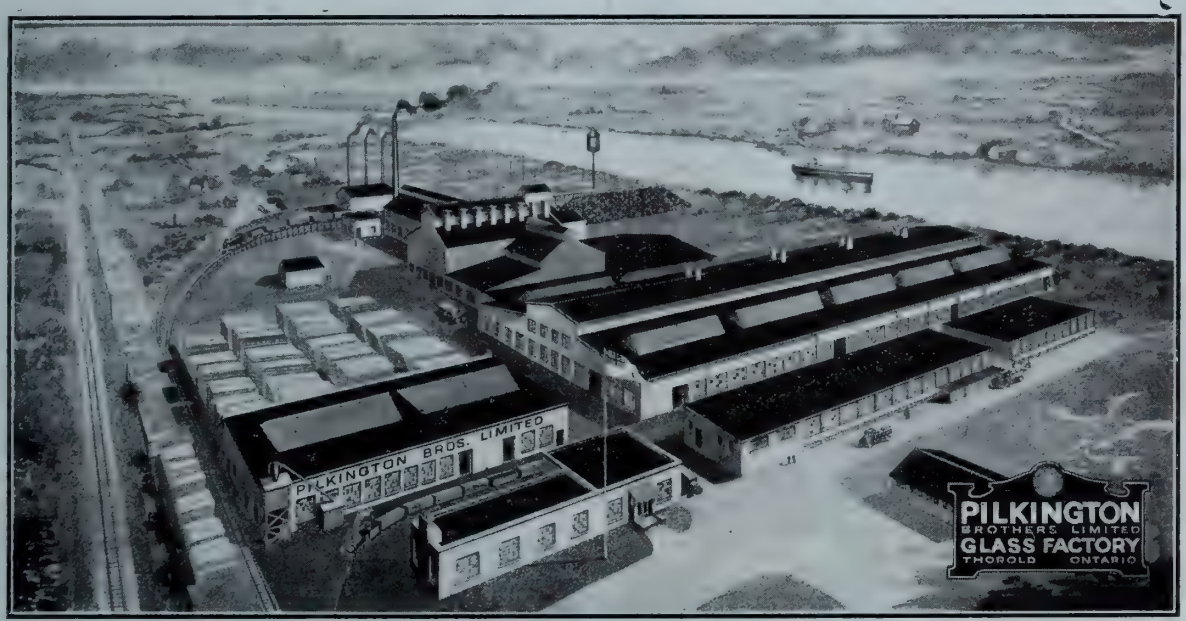
PILKINGTON
BROTHERS ~ LIMITED

GLASS

Distance is no impediment to Pilkington Service. Our seven branches cover Canada, insure the best of service on large or small contracts anywhere.

Pilkington quality—good British quality—is recognized as standard all over the Empire. Prices and full information on request.

"PILKINGTON Quality is Unexcelled"



Factories:

Thorold, Ontario - St. Helens, England

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 short	.....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$22 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
38 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List		Prices per dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit	......	17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank	50/10%
Taper shank	50/10%.
Uric gauge	50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe .... Discount	60%
Nicholson Gen. Discount ..	85%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 10
Boiled	1 13

MACHINES—WASHING

	Each
Dowswell	$ 9 56
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt	......	$10 50	$11 00
Empress	......	12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade	9 60	10 25	10 06
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	...	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	[illegible] 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	[illegible]	6 00	4 50

The Trade Mark behind the Hardware House of Quality

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Hockey Supplies

SKATES BOOTS UNIFORMS
STICKS AND PUCKS

Selection is easy. ***Satisfaction is certain***

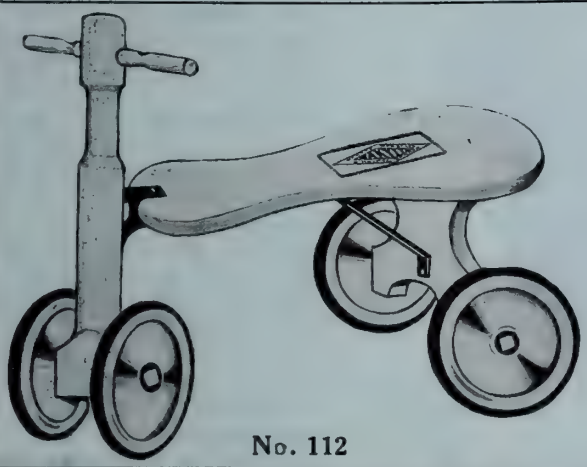
Our line of Winter Sport Supplies is very complete.

We can supply your every need. Do not fail to ask for our Fall and Winter Catalog.

All lines are fully illustrated and described to help you in your selection.

The J. H. ASHDOWN HARDWARE CO., Limited

Calgary Winnipeg Saskatoon



No. 112

Where the name "Wakyte" appears there is Perfection of Workmanship

We manufacture Buster Cars, Pony Cars, Shoofly Rockers, Wheelbarrows, etc., and have made it our business to see that the best possible service is given for the money expended.

The Wakyte Buster Car illustrated, is equipped with four pressed steel disc wheels and rubber tires. The body is artistically finished in Canary Yellow-Enamel wheels in Vermilion Enamel. Shipped three to a crate.

When writing us ask about the "Comfort" Weather strip made in Quarter Cut Oak. Set consists of two pieces 7 ft. and two pieces 3 ft. long.

Where Quality and Price count the "Comfort" Weather Strip must appeal to all Buyers.

S. H. Whyte Mfg. Co., Limited

Winnipeg Manitoba

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

PAPER

BAGS

TWINES

Walter Woods Limited

Hamilton Winnipeg

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	**$10 00**
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	**0 39**
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66

Discount 10%.

Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼

Discount 25%.

Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65

25% and 10%.

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel $6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$6 00
25-lb. irons, per cwt.	6 25
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

B & A	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones. D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.95 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH

	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $3.95, Winnipeg, Glidden Cattle, 2 pt., $3.75; Winnipeg, Baker, 2 pt., $3.65, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75. No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

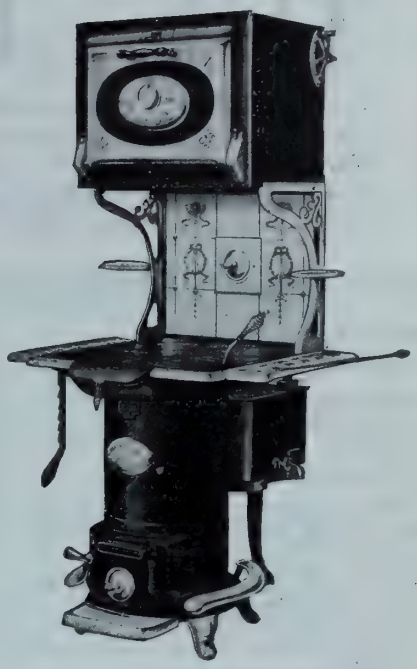
—Dozen— Always Ready	Black,	N P
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES

	Doz
Regent	$69 00
New Era	76 50
Universal	49 50

Maple Leaf Has No Competitors

WE cannot make all the stoves and ranges that are used so the Maple Leaf line includes only the best. The style and designs that have the Maple Leaf brand have earned it only through a severe process of elimination. It is a case of the "survival of the fittest." The dealer who handles this line is in an enviable position. Are you one of the lucky ones?

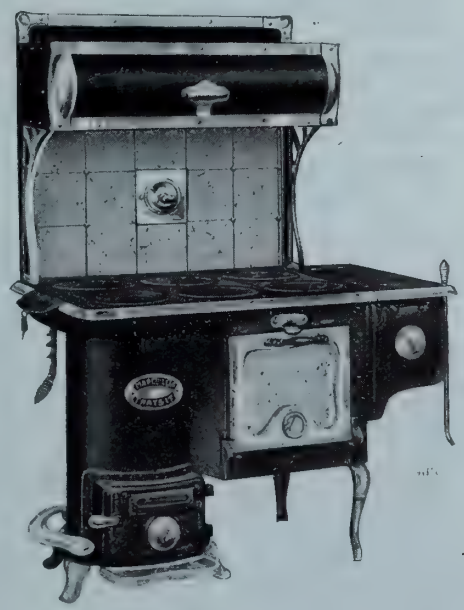


The Maple Leaf Composite

This range is unique—There is nothing like it on the market. There never will be because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

The Maple Leaf "That's It" Range

A side-oven, 6-hole "Quebec" Range that leaves nothing to be desired. The heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 13¼ x 11½ x 20" deep with balanced spring type drop door, friction catch non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.



The Maple Leaf "Falcon"

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs which makes it an ornament in any kitchen. It gives perfect satisfaction at all times—The Falcon is both a money maker and a friend maker for the dealer.

The Maple Leaf line contains everything from a Quebec heater to a cooking range or a furnace. It enables you to meet every demand of your trade and to give them always perfect satisfaction.

Maple Leaf Quebec Heaters

There has never been a heat-making machine invented for this northern climate that excels in simplicity and efficiency the so-called "Quebec." It burns any and all kinds of fuel—consumes it completely—extracting every last heat unit. Maple Leaf "Quebecs" are made in many sizes and many designs—all of them are winners.

DEALERS:

If your town has no Maple Leaf agency, better write us to-day.

BEACH FOUNDRY LIMITED

Head Office and Factory, Ottawa, Canada.

Branches in Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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ART GLASS
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
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ASBESTOS MATS
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ASH CANS
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The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dominion Chain Co., Limited, Niagara Falls, Ont.
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Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Necessities Co., of Canada, Winnipeg, Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

AUTOMOBILE BUMPERS
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin & Co., Ltd., Montreal.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Georgian Bay Spring, Babbit Metal Co., Collingwood, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BARB WIRE
British Empire Steel Corp. Ltd., Montreal.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co. Ltd., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods Ltd., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd. Toronto

BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELLOWS SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

BELTING TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Can. Fairbanks-Morse Co., Montreal, Que.
Dominion Belting Co., Hamilton, Ont.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN and BATH COCKS, COMPRESSION
Can. Fairbanks-Morse Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BICYCLES
Canada Cycle & Motor Co., Ltd, Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BIRD CAGES
E. T. Wright Co., Ltd., Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOTTLE CAPPERS
Chas. P. Archibald & Co., Montreal.

BOX STRAPPING
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
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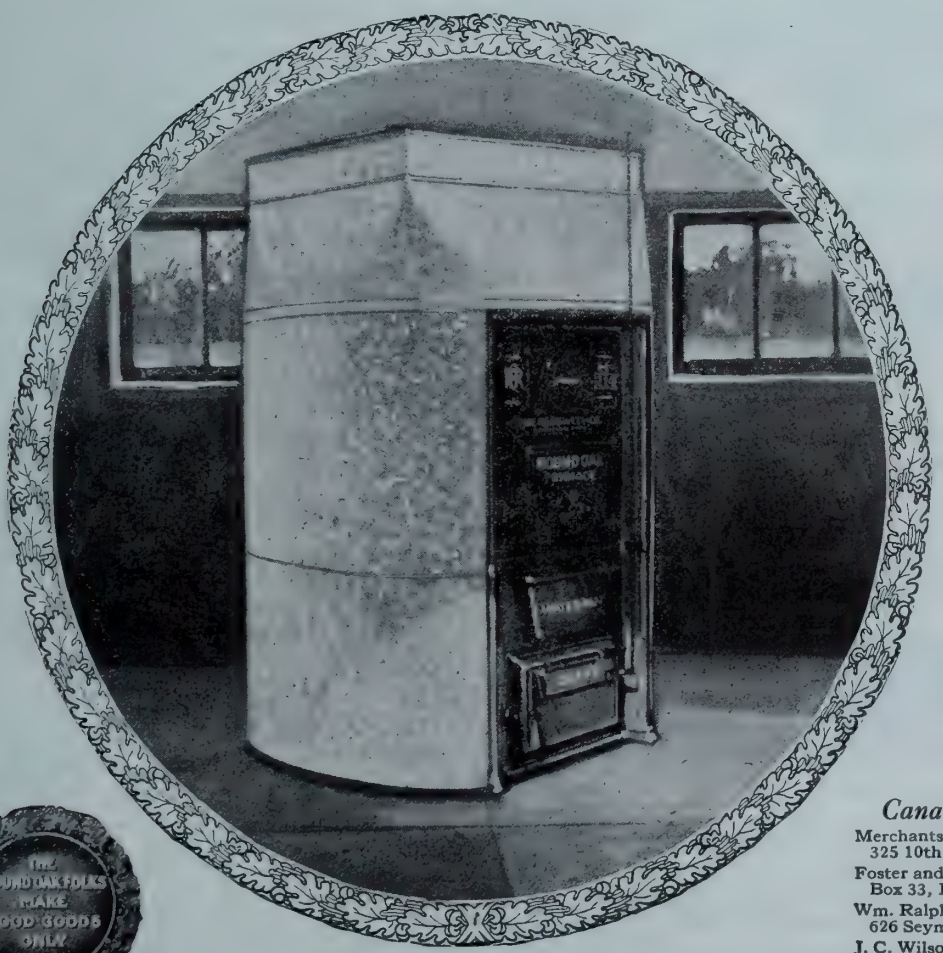

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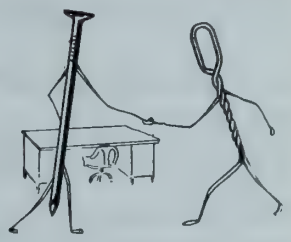

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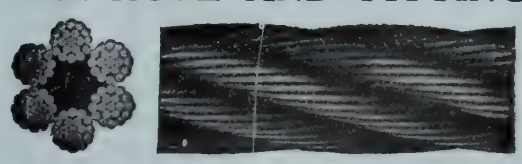

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
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Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

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GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

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GRINDSTONES
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Marble Arms Mfg. Co., Gladstone, Mich.

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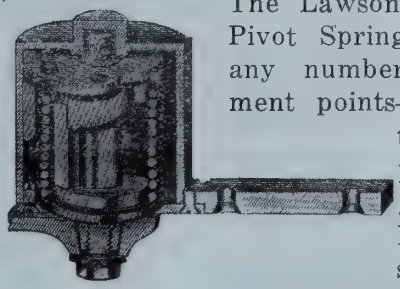

The Lawson "Universal" Pivot Spring Hinge has any number of adjustment points—not merely three 90° points of adjustment. Door can be set to remain open at any desired point in a jiffy. Fine quality—best materials. For right or left hand doors. Sagless—with adjustable alignment and spring tension. Ask us about it.

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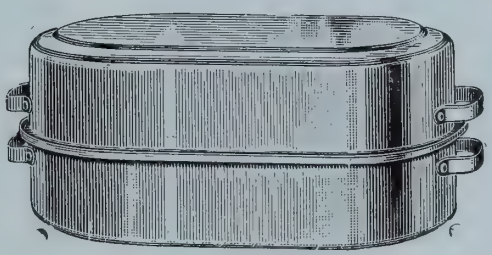

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Viko Popular Priced Roasters are used daily for baking bread or cake, for frying doughnuts, and for making escalloped potatoes or puddings as well as for the roasting of meats. Between baking days they are used as bread or cake boxes.

Suggest these uses to your customers —it will mean extra sales.

These durable, guaranteed, self-basting roasters are made in sizes to suit every cooking need.

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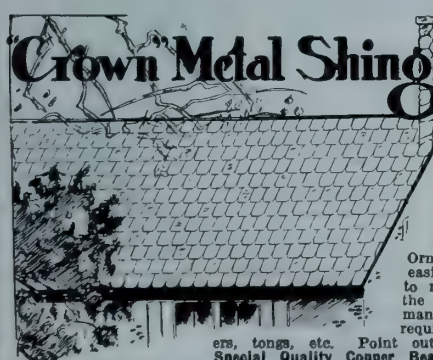
"Crown" Metal Shingles

Will Outlast Them All



They are being used where efficiency in roofing is of the greatest concern. They are absolutely storm and wind proof. Locked together securely on all four sides, they make the strongest roof on the market. Ornamental in design; they are easily sold and you have only to mention the ease with which the roof can be laid to make many sales. Point out that they require no solder, mallets, seamers, tongs, etc. Point out that they are made from **Special Quality Copper Bearing Shingle Plate**, a guarantee of their long life. We will be pleased to give you further details or any advice on sheet metal work—write us.

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Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

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The Simonds Canada Saw Co., Limited, Montreal.
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Millers Falls Company, Millers Falls, Mass.

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St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
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N. Slater Ltd., Hamilton, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Stanley Works, New Britain, Conn.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Adams Bros., Harness Co.

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Canada Steel Goods Co., Hamilton, Ont.
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Rugg-Ball Mfg. Co., Ayers Cliff, Que.

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The National Electric Heating Co., Ltd., Toronto.

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The Stanley Works, New Britain, Conn.

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W. Walker & Son, Ltd., Toronto, Ont.

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Chicago Spring Butt Co., Chicago, Ill.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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London Rolling Mill Co., Ltd., The, London, Ont.

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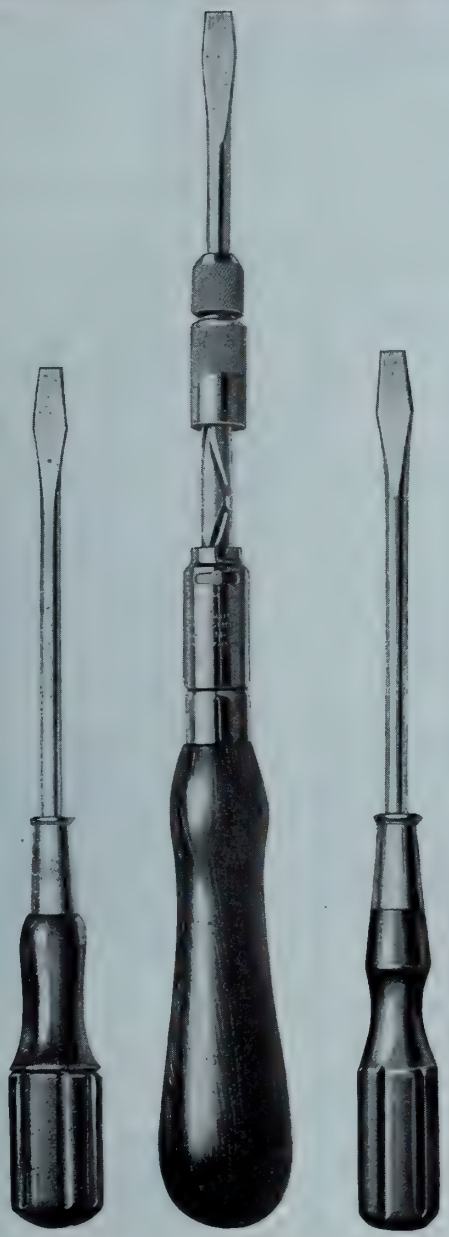

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Strong and dependable Automatic Screwdrivers in several styles.
Ratchet Screwdrivers of simple but effective construction.
All kinds of high-grade Plain Screwdrivers.

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Toolsmiths

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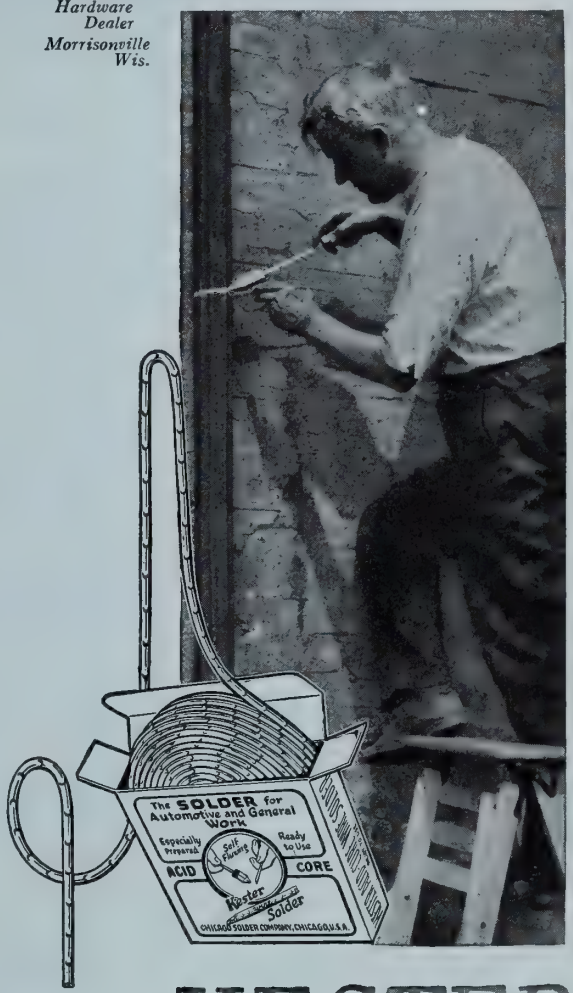
"In answer to your letter of April 30th, will say I am more than pleased with your Kester Acid Core Wire Solder. It saves having an acid pot sticking around.

"It is the best thing I ever used when up on a ladder soldering eaves spouts, etc.

—Geo. Morrison
Hardware Dealer
Morrisonville Wis.

—because the acid is *inside* that *hollow* Kester Acid Core Wire Solder. It's used everywhere now. Be sure to get your sample spool by using the coupon today.



KESTER
Acid Core WIRE SOLDER

In the illustration above the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

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4225 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

If interested tear out this page and place with letters to be answered

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Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

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W. Walker & Son, Ltd., Toronto.

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The Warren Tool & Forge Co., Warren, Ohio

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A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Conguleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininty Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

Bissell's Fall-Xmas Offer

To The Trade:

An extra sweeper free with an order for a dozen or more, in consideration of nominal advertising co-operation, is our Fall-Xmas proposition again this year and we are presenting it in time so you may take advantage of it during the fall selling season for housefurnishing goods.

Also, realizing the position of the trade due to the increased sales tax, we have decided to make a special allowance equal to one-half of the 4½% tax, effective September 6.

That business generally will be good this fall seems to be the consensus of opinion. Surely the evidence points that way with an excellent crop forecast, improvement in industrial employment, general firmness of labor and commodity prices as well as other factors which indicate the way the wind is blowing. For ourselves, we can report a record-breaking spring business in Bissell sweepers. Following a very large business last fall, this is proof enough that the need and demand for carpet sweepers is unabated.

Let us mail you a copy of our Fall-Xmas Offer announcement containing full details.

Yours truly,

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED

F. M. Deane
SEC'Y & TREAS.

FMD/AD

Grand Rapids, Mich.
(Factory at Niagara Falls, Ont.)

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Meyers & Bro., Ashland, Ohio
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Osnawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SIGN AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Totonto

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J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

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The Steel Trough & Machine Co., Ltd., Tweed, Ont

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Hurtubise, Limited, Montrea.l
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelyhia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

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Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

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Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
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Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
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WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Swan Mfg., Co., Winnipeg, Man.
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

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J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
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Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
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WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O
Macdonald Wire Goods Co., Drummondville, Que

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The Warren Tool & Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
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J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
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WRINGER SPRINGS
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Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WROUGHT WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
J H. Williams & Co., Ltd., St. Catharines, Ont

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis

ZINC, BAR
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A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
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CLERICAL POSITION WANTED BY YOUNG man, 24 years of age, thoroughly experienced in all branches of office work, also considerable selling, collecting, and advertising experience. Salary is secondary consideration. R. A. Hermmel, Chesterville, Ontario.

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EXPERIENCED HARDWARE MAN SEEKS position—Middle aged, able to take charge. Toronto or vicinity. Box 8, Hardware & Metal, Toronto.

HARDWARE CLERK--26; TEN YEARS' THOROugh experience, capable of taking charge. Best of references; now employed. Box No. 181, Hardware and Metal, Toronto.

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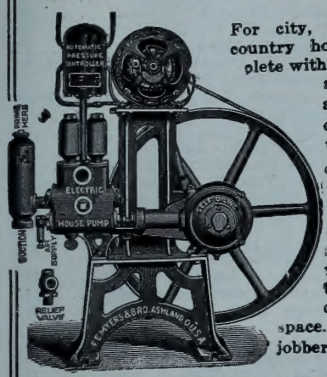

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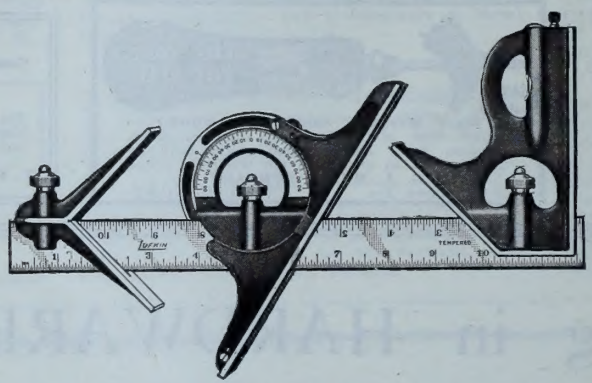

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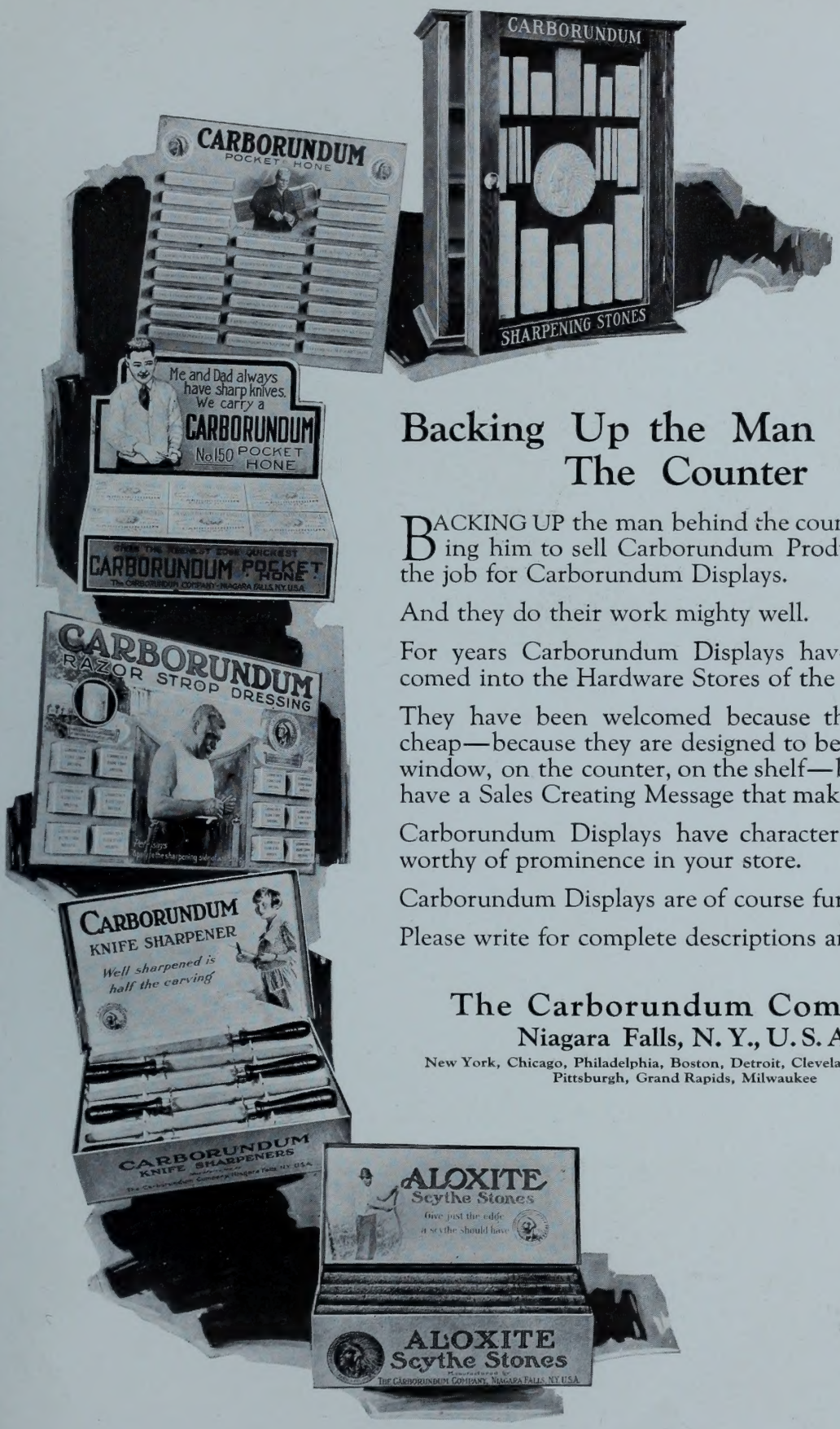

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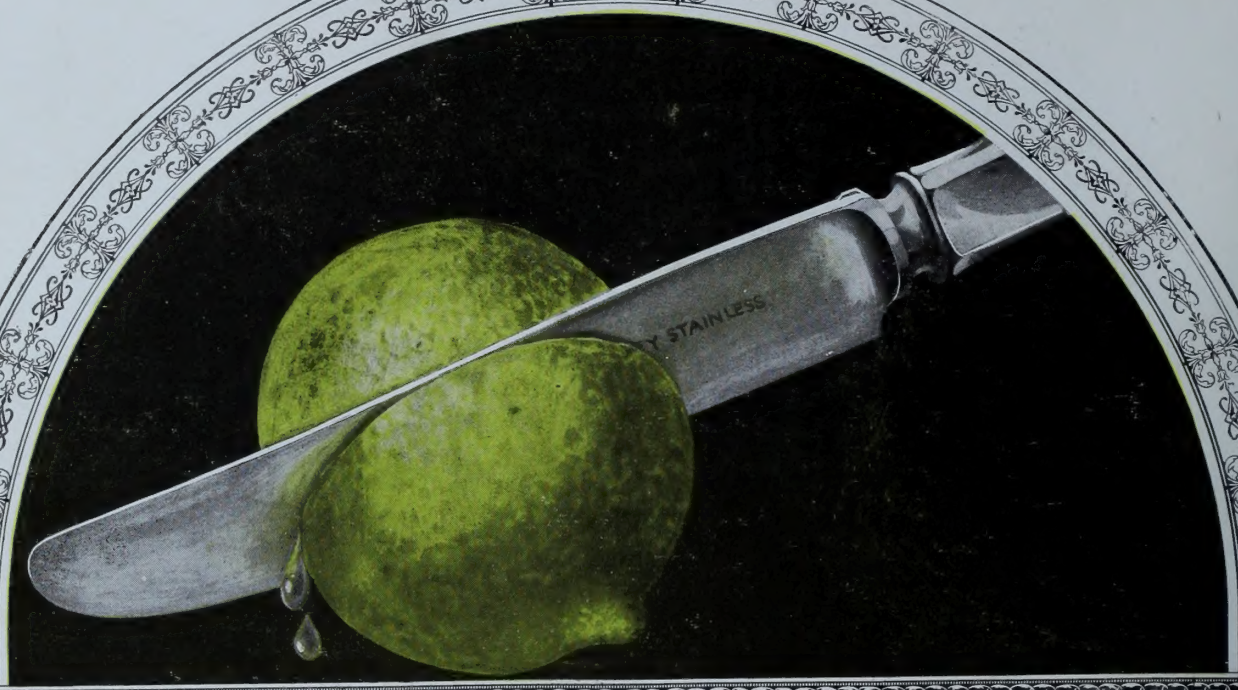

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